

THE NATIONAL

Provisioner

LIBRARY
A. & M. COLLEGE OF TEXAS

MAY 9, 1953

CONVENTION REPORT ISSUE

Proceedings of the
12th Annual Meeting
of the National
Independent Meat Packers
Association.

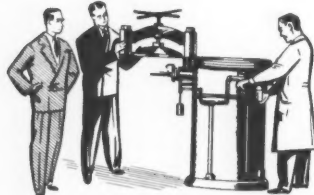
NIMPA



BUFFALO has an outstanding reputation for PROMPT, COURTEOUS CUSTOMER SERVICE

Equipment is no better than the service that backs it up. With BUFFALO, you get the very best of both—the best equipment of its type manufactured plus the best customer service it is possible to provide.

*BUFFALO equipment is noted for its sound design . . . sturdy construction . . . safety and sanitation . . . dependable performance and coast-to-coast factory service. BUFFALO is first in offering new proved features that increase plant efficiency and protect product quality.



INSPECTION SERVICE . . . When a "Buffalo" man calls he's interested in seeing that you get the performance you expect from your BUFFALO equipment. He'll check to make sure it's doing a perfect job.



ADVISORY SERVICE . . . "Buffalo" representatives are alert and well informed. They're glad to share their knowledge with you on any subject from plant layout to selection of proper equipment. Consult them.



PARTS SERVICE . . . We try to build machines that "last forever." But when by chance you need replacement parts we rush them to you, working night and day if necessary to keep your plant in production.

Buffalo

QUALITY SAUSAGE MACHINERY

for more than 80 years

John E. Smith's Sons Co.

50 Broadway

Buffalo 3, N. Y.

Sales and Service Offices in Principal Cities

NIMPA Members Plan for a Better Year

IT WAS NIMPA, NIMPA, NIMPA all over Chicago's Palmer House as 3,072 industry representatives thronged into the meeting and exposition halls on April 26, 27, 28 and 29 for the twelfth annual convention of the National Independent Meat Packers Association.

Although the horizon is not altogether clear of problems, the meat packers met in a happier mood than has prevailed in many years. One of them summed it up: "I've finally got elbow room to swing on my troubles without bumping into a government agency every time I try."

NIMPA members chose a new chairman of the board—T. H. Broecker of the Klarer Provision Co., Louisville, Ky.—to head the association in 1953-54. They took part in formal and informal discussions of meat industry problems, viewed four movies—two of which dealt with revolutionary developments in hog and cattle slaughtering, circulated through a representative array of exhibits of packinghouse equipment and supplies and, as a little "nerve tonic," enjoyed the annual dinner (see above and

page 91) and visited the suppliers' hospitality rooms. Some of the outstanding new devices and materials shown at the convention are described in "Equipment on Review," pages 56, 57, 58 and 59.

The NIMPA board of directors decided to launch a membership campaign during the coming year with the theme "No independent packer can afford not to belong to NIMPA." C. B. Heinemann, sr., president of the association, made an optimistic statement on membership in his brief report at the annual meeting:

"We were fortunate this year because we anticipated we were going to suffer a substantial loss in membership.

Fortunately, however, we have shown a net increase in membership. This will be reported by the membership committee later. We are highly pleased.

"We thought, too, that there would be some danger of our depleting our revenues by certain planned programs but, fortunately, the board had put in a clause which saved the day for us on that. We will arrive at the end of our fiscal year, April 30, with only a slight increase in the amount of our expenses and we do not contemplate the necessity of any increase in dues. We hope there will not be. There never has been, with the exception of one period when we experimented a little and did not do so well on it."

President Heinemann told the members that VE is one of the big industry troubles on which NIMPA will continue to work. He said:

"We continue to be virtually swamped with inquiries,



Seated are M. J. Berkery, hog buyer, Agar Packing & Provision Corp., Chicago; W. J. O'Connor, executive vice president and Frank M. Flynn, general manager, Union Stock Yards & Transit Co., Chicago. Standing are John S. Porcaro, general superintendent; Arthur Stewart, manager public relations, and W. Lyle Fitzgerald, agricultural economist, Chicago, U. S. Yards; James A. Berkery, hog buyer, P. Brennan Co., and M. S. Parkhurst, U. S. Yards.

correspondence, telegrams and telephone calls from all sections of the country relative to VE.

"It is not thought wise for us to enter into a discussion of that in the general meeting here. It will be discussed in the board meeting and some effort made to arrive at policies to recommend to government and state authorities. I suggest that you refer to your directors any suggestions. We certainly need them, and I suspect this is going to grow worse before it starts to get better."

General Counsel Wilbur LaRoe warned the packers that better and more economical government might bring a little recession as extravagances are curbed.

"The meat packing industry," he added, "stands in an especially good position to withstand the economic changes that will result from a sounder and better policy."

LaRoe's report, which discusses standby controls, amendment of the Taft-Hartley Act, VE, packer-pay inspection and other pertinent subjects, will be found on page 72.

L. W. Murphy of Geo. A. Hormel & Co. described the firm's revolutionary new process for immobilizing hogs with CO₂ prior to shackling (see page 53).

Don Cunningham, secretary of the Sioux City Livestock



Helen Malone entertained women at the convention Monday afternoon with a satirical skit, "Inside Radio and TV."

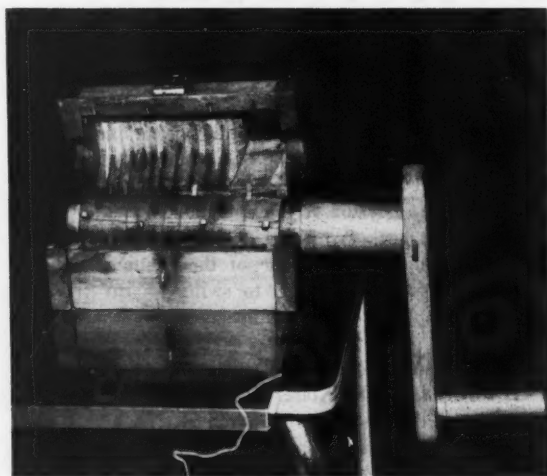
Exchange, placed special emphasis on the present plight of cattle raisers and feeders, and tried to point out future trends in beef production, in his talk on "What Can a Livestock Exchange Do for a Packer?" which appears on page 58.

"Beef Killing on the Rail," the first major change in cattle slaughtering and dressing methods in many years, was described by L. E. Liebmann, president of the first U. S. company to employ the system (see page 61).

A stern warning that hides and leather face a hard fight, and that packers must help in the battle, was voiced by hide expert Paul Simons (see page 68).

The growing demand for prepackaged meats, and the spreading realization that the meat processor must eventually do the packaging job, provoked a lively discussion of the whole subject during an open forum session moderated by C. E. Finkbeiner. A panel of experts and many packers participated (see page 80).

John E. Thompson told conventioners about NIMPA's lard improvement program (see page 119) and R. L. McTavish offered suggestions for better tallow and meat scraps (page 121).



Contrasted with modern equipment on the exhibit floor, see pages 156 through 159, is this granddaddy of meat grinders. Well preserved, the 100-year old grinder is the property of Peter Eckrich & Co., Fort Wayne, Ind., and was on display in the exhibit of the Cincinnati Butchers' Supply Co.

1,000,000 Hogs Without a Loss

L. W. Murphy



THE new method of hanging hogs is the result of considerable research, long study and, as always, much trial and error.

The project started simply enough. Someone suggested the need for improved shackling and economies in operation prior to scalding. Unfortunately for those of us who had to come up with the solution, the suggestion came from H. H. Corey, so immediate action was deemed advisable. In fact, our entire management realized that the cost of shackling was high, that it was a rough job on man and hog, and that it was noisy and dirty and in some degrees dangerous, and it probably involved operative losses.

As we all know, consistently good sticking is difficult to accomplish with an active hog thrashing about, suspended on a chain. Ever present is the possibility of harm to meat from overheating the hog and the shock condition caused by climbing the ramp and resisting the drag of the shackling chain.

We needed an immobile hog; anesthesia was the answer. It may be relevant to say that the discovery and successful use of anesthesia in humans, with the surgeon operating on a quiet and unconscious patient, has been called the greatest advance in the history of the human race. At the least, there is a parallel in our method, in the opportunity provided the operator of the knife to do his work better.

At first we tried various methods to improve shackling of hogs, working with the fully conscious hog. All of these methods were less than satisfactory. We began to make real progress when we tried anesthesia.

We built a good-sized pilot plant and fully tested various kinds of gas that would put a hog under, but not out. We were entirely successful with CO₂, carbon dioxide, converted, in our case, from dry ice.

We found that we could get complete immobility and insensitivity, with a moderate inhalation, lasting from 40 to 50 seconds. We found also that we could fix the amount of gas inhaled and the duration of its effect within quite narrow limits. The 15 to 20 seconds that we settled upon as the period in which to have the hog in this condition was more than ample for hanging and sticking.

Now the hog was presented for shackling on a conveyor,

at a level waist-high to the shackler, permitting him to do his job with complete safety, with ease, at arm's length and without having to bend over or dive down for a hind leg, without having to lug the shackled hog to the traveling hoist, and with cleanliness to himself.

Indeed, pilot plant and working plant both demonstrated that in this method the shackle could be put on the hind leg of a hog with no greater effort than a ring may be placed on a lady's finger, and without the labor of persuasion generally associated with the latter job. In this new method, a man places a chain around the motionless leg as easily as placing a rope around a post.

We were able to work this out on a pilot plant scale. We also were able to explore for any possible harmful effects upon blood and meat. We found none, and feel certain that there are none. Our laboratory men as well as our practical meat men of the packinghouse were unable to distinguish meat from hogs run through the pilot plant and meat from hogs handled in the standard way.

Also, in this period, we gave full opportunity to the Meat Inspection Division of the Department of Agriculture to explore any possibilities of harmful effects. Meat from anesthetized hogs was shipped to the Washington laboratories. The MID found no harmful effects and gave its approval to the method.

We built the working plant on the ground floor next to the livestock pens, starting with one immobilizer. The problem of getting the hogs into the unit was not an easy one. Despite all we thought we knew about hog behavior, we found that we didn't quite know it all. We have made a number of improvements in our solution



L. W. Murphy, who is in charge of development, Geo. A. Hormel & Co., Austin, Minn., has played an important role in the evolution of the hog immobilizer. A graduate of Illinois University, he has been with Hormel many years.



of the problem since we first built the working plant.

The second immobilizer has been in operation since January 12th. Now we handle all our hogs in Austin by the new method. We are sure the method can be applied to other packinghouse livestock.

With the immobilizer, large rubber fingers operate on a continuous chain and cause a separation of the hogs as they go through. The gate first separates the hogs. It also is of rubber. It is power-operated but manually controlled.

The gas chamber is lower than the working level because CO₂ is heavier than air. The carbon dioxide, of course, is a familiar gas. One gets it in the soda of Scotch

LEFT: W. D. Denyer, H. R. Ash and L. M. Stone, assistant to the president, Fort Dodge division, and F. M. Tobin, president, all of Tobin Packing Co.

RIGHT: Paul Meyer, U. S. Slicing Machine Co.; Mrs. and Mr. Van Duyn, Rotterdam, Holland, and E. H. Nicholson, manager, special business division, U. S. Slicing Machine Co., LaPorte, Ind.

and soda, or in any carbonated beverage. It is of sufficient concentration to drop the hog, motionless and insensible, on the moving conveyor but in no way to injure it. In all our testing and in our present use, accounting for 1,000,000 hogs, we have not lost a hog.

As the motion picture will show, the hog, if permitted to live, will be rid of the CO₂ and be able to walk off on its own power in less than a minute after becoming unconscious from breathing in the gas. The CO₂ unites with the hemoglobin of the blood and thereby causes the unconsciousness. But the compound formed is unstable. The CO₂ component rapidly separates off and is discharged by exhalation as the hog continues to breathe fresh air before and after sticking. The carbon dioxide is effective, but, as used, it is harmless.

We have found in a test of 19,000 hogs that our new method effected an appreciable reduction in bloody trimmings. We feel certain that in our Austin plant the new method will enable us to put a number of shacklers and drivers to more productive work. One man now can hang twice the number of hogs with half the effort.

We believe there is an appreciable savings in blood. The scalding tub by its paler color reveals less blood carried into it.

The cost of the CO₂ runs at less than three-quarters of a cent a hog. The lifting of the carcasses after sticking to the fourth floor, as is the case in our installation, is done by a 20 h.p. motor at a cost of 15c an hour.

Thus far, speaking in conclusion, our known, demonstrable gains are in operation savings and in working conditions. They alone more than compensate us for the cost of years of research. We are eagerly watching all aspects of the processed hog for other effects.

The motion pictures, we believe, will interest all packinghouse people. They reveal a basic and important, and I believe I can say with propriety, a revolutionary improvement in this business in which we are all engaged.

The film first shows the old method of shackling. Unfortunately, there are no sound effects, but you can well imagine what they might be. We have added a new feature to the film that was shown last fall, and we also have some slow motion action to show you how extremely simple it is to apply the shackles.

The motion picture film of the ANCO-Hormel Immobilizer was then shown.



TOP: J. T. Murphy and Bob Murphy, J. T. Murphy Co., Chicago, and B. D. Stearns, B. D. Stearns, Inc., Portland, Me.



CENTER: Sam Farano, Oppenheimer Casing Co., Chicago; Loretta Eckrich-Fritz, P. Eckrich & Sons, Ft. Wayne, Ind., and Bob Levaco, Oppenheimer Casing Co., Chicago.



BOTTOM: Jerome N. Weil, Wass Food Products, Chicago; Herbert Weil and Wayne E. Rice, president, Wayne E. Rice & Associates, Chicago.

Give Youth a New Vision—of America!

Frank M. Totton



IN A FEW WEEKS Queen Elizabeth will be crowned. You may recall a year or two ago she was in this country and, among other places, she visited Quebec. They took her up to see the Plains of Abraham. Doubtless some of you have been there. It rises sheer from the water's edge. They say it is so impregnable that a group of schoolboys could hold it against any advancing army.

Some years ago the French held that spot and then the British Army, under the command of General Wolfe, stormed the heights and captured it from the French. Recently a group of sightseers were viewing the fortress, being shown around by uniformed guards. One of them said, "How was it possible for the British Army to take this away from the French?" And the guard replied something like this: "Well, you see, after a time the garrison in command here became a bit careless. They became a bit pleasure loving, and the British Army watched its opportunity and stormed the heights and took it."

You and I don't have to go back to the Plains of Abraham or to British history to see what happens when a group becomes a bit careless or pleasure loving. All we have to do is to go back in our own history to 1941 and an island in the Pacific to see what happens and to realize the tragic consequences when a group becomes a bit careless and pleasure loving. It is a frightful thing to see the breakdown of human personality in a man or woman because he or she has become pleasure loving and careless. It is overwhelming to see cancerous subversive forces work their way into the fabric of the government and contribute to its downfall.

So we will keep our standards high—first, the standards of our own individual lives, and secondly, the standards of our great American citizenship so that America may nobly serve the future as destiny seems to indicate that we shall.

There are a great many organizations and groups open to "take us" these days with all sorts of alien ideologies.

You and I must make up our minds not to be taken, to keep the road open and save the same opportunities for our youngsters that we have had ourselves.

Oliver Wendell Holmes once said, "No man has earned the right to intellectual ambition until he has learned to steer the course by a star which he has never seen. I point you to that which will make your thinking heroic for to think great thoughts you must be heroes as well as idealists. And only when a man has worked and thought and studied alone, can he realize the secret, the isolated joy of the thinker who realizes that years after he is dead and gone, men who never heard of him will be moving to the measure of his thought."

Isn't that stimulating? And how true it is. We are moving to the measure of the thought, in this flood of incandescent light, of Thomas A. Edison. As we speed in cars on the highways, we are moving in the thought of Henry Ford. As we press forward with incredible speed in airplanes, we are moving to the measure of the thought of the Wright Brothers. And the generations coming on behind us will be moving to the measure of our thought.

Mr. Heinemann has given me the subject, "Whither America," and I wish I knew "Whither America." I wish I knew the direction America is going. But I do know this—the direction in which America goes will represent the thinking of youth.

The world moves forward on the feet of youth, and we have got to give our youth great spiritual ideals like those that founded this country and brought it to the great position which it occupies today.

A great many of us want to shield our children. I often hear parents say, "Our children are never going to know the handicaps and struggles and deprivations we have endured. We are going to save them from it." And I say, "Save them? What for?" What do these parents expect to do with these precious, shielded hot-housed children—



shoot into them with a squirt gun all of the accumulated strength and character which they have accumulated in a lifetime of self control?

Sometimes we don't understand our youngsters and they don't understand us. What do we say to the youngsters? We say, "You are wild and Red and radical." And what do the youngsters say to us? They say, "Ah, for goodness sakes, don't be old fashioned."

Is everything new and young and untried and wild and radical and unworthy of trying? And is everybody old-fashioned and outmoded and passé? I wonder.

So often a man will come in and sit down at your desk and say, "What's new?" That's a good question.

What is new? We are faced with all kinds of new problems today, aren't we, in your business and mine and in every business. I don't know of any way to solve these new problems except in the light of past experience—do you? They are new problems, but the old landmarks are there.

Mark Hopkins was president of Williams college. One day one of the students defaced one of the college buildings. The culprit was eventually caught and was brought before the president for questioning, and he finally broke down and admitted his guilt, and then, in a very egotistical, self-satisfied way, he reached his hand in his pocket for his wallet and he said to Mark Hopkins, "I will pay for the damage I did."

Mark Hopkins said, "Pay for it? Put up your wallet. You can't pay for it. Do you think you can pay for what you are getting here at Williams college? Do you think you can pay for what the under-paid faculty are giving you? Do you think you can pay for the sacrifices that fathers and mothers are making back home to give you boys the benefits of a college education? Oh, no, you can't pay for it. No man at Williams can pay for anything. Every man here is a charity student."

And so I say to you that in a broader way you and I, as American citizens, are charity students. We can not hope to pay for this great America of 1953, which we have inherited. It was handed to us; it was blood-bought at a tremendous sacrifice. The only way we can show our gratitude to the past is to give to the future, as you are doing here in this magnificent association.

Is there anything new as the generations come and go in this favored land of America? Well, there are a few more people, a few more forms and personalities, but the old characteristics, the old qualities, the old attributes

1. W. A. Cook, Wm. Schludberg-T. J. Kurlde Co., Baltimore; L. E. Kahn, executive vice president, Cletus P. Elsen and R. W. Sander of The E. Kahn's Sons Co., Cincinnati, and Mike Brittain, Frederick County Products, Inc., Frederick, Md.

2. Martin Foral, John Harvey & Co., Omaha; Frank West, West & Diez, Omaha; Wm. S. Brown, president, and D. H. Cunningham, secretary, Sioux City Livestock Exchange.

3. Everett C. Reid, Mrs. and George Schlereth, vice president, and H. A. Morgenstern, advertising manager, H. H. Meyer Packing Co., Cincinnati.

4. Representing the Heekin Can Co. of Cincinnati at the convention were: R. L. Gastenveld, J. H. Dettewanger, B. O. Harring, Tim Meadows and Ed Hannaford.

5. Roy L. Thompson and Walter W. Naumer, president, Du Quoin Packing Co., Du Quoin, Ill.; R. Garavaglia, Prairie Packing Co., Marion, Ill., and A. L. Smith, Smith Packing Co., Harrisburg, Ill.



Frank M. Totton, vice president, Chase National Bank, New York, a leader in financial circles, is also a staunch defender of our American heritage and is respected for his outstanding work in spiritual leadership.

still exist. They are enduring and they are also eternal.

Maybe some of you have read George Washington Carver's life as given in *Reader's Digest* some time ago, a thrilling story of America. George Washington Carver was born a little Negro boy down South. He didn't know where he was born, he didn't know when he was born, he didn't know his father, he didn't know his mother—a little black mite of humanity without even a name. And yet in this little personality was the desire to do something. He said, "I am going to get an education and in some way give to my day and my race—help this wonderful country of ours."

So he took the name George Washington Carver, George Washington after the Father of our country, and Carver after a family with whom he was living. He worked his way through grade school; he worked his way through high school; he worked his way through college, and through graduate work. He got a degree, became Dr. George Washington Carver, and for over 30 years he was in charge of agricultural research for Tuskegee.

They say no one man has ever done so much for the agricultural rehabilitation of the South as Dr. George Washington Carver. All his life that man was making something from nothing. We hear a great deal these days about men that want something for nothing. Dr. Carver was making something from nothing. He developed synthetic marrow out of peanut shells. He developed insulating walls for houses out of the muck of the swamps. He developed all kinds of valuable things out of the peanuts that grow down South so profusely; he developed 285 useful products out of the sweet potatoes that grow in profusion.

The power to think is not confined to any race or color or creed. Is there anything new for youth to do today? Some of the young people in our homes and in our businesses say, "Well, there is nothing ahead for us except regimentation and military service and standardization. Everything's been done, anyway."

Has it? Well Charles F. Kettering doesn't think so. Kettering, for many years director of research of General Motors, says the work has just begun. He says the great research problem facing us today is the answer to the question of why is grass green. Now, that sounds like a joke, doesn't it? But Boss Kettering says it is the fundamental research problem facing us today because somewhere in that green of grass and leaf there is a little engine that possesses the magic power of catching all the fuel value in coal, wood, iron, natural gas, etc. For years now he has had scores of young men and women at work at Antioch college. He has invested thousands of dollars trying to answer that question. He is sure that some day it will be answered, and we will all be able to build little

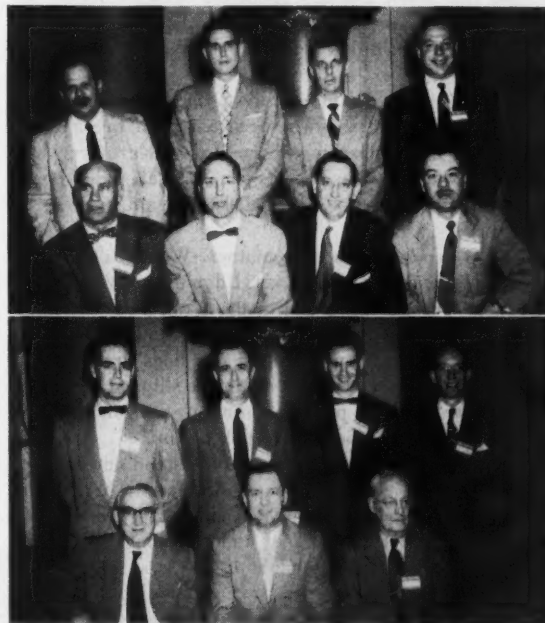
machines just like those in the green of the grass and leaves, capable of catching all this tremendous energy from the sun and storing it up. We will be able to run all of the machinery of the world.

Sometime ago I was reading a report issued in 1886 by the then United States Commissioner of Labor. He had just completed a survey of our economy throughout the world, and he said he was satisfied that we now have an ample network of national communications of all kinds, fine merchant marine, and so on. He said altogether he could see nothing in the next 50 years compared to the development of the last 50 years. He said that in 1886.

At the very moment when he said it, Edison was then only 39 years of age; Henry Ford was then a mere youth boasting only 23 years of age; Madame Curie was only 19, Orville Wright was only 15, and Marconi was only 12 years of age. Nothing ahead, said he, in the next 50 years. How short-sighted he was, wasn't he?

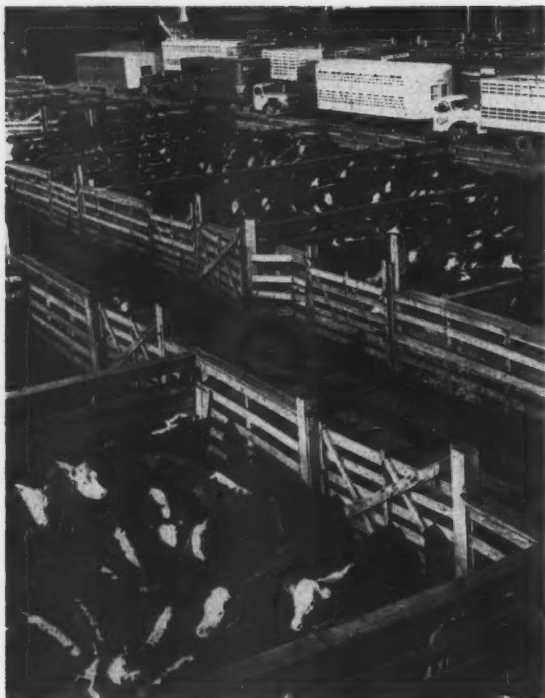
How short-sighted you and I would be if we said to this eager, bright-eyed, idealistic youth that comes to us in the meat packing industry, anxious to make over the industry. Everything's been done. You can't do that."

Time is running out for many of us. We will soon have to pass on the working tools to younger hands. They will build a better America, a more idealistic world, a greater brotherhood than we have been able to do in our generation. Many of us cannot give the youngsters much money. We can give them a legacy of supreme importance, the great spiritual values on which this America of ours should be built.



TOP: Representing Milwaukee Spice Mills of Milwaukee at the convention were: Seated, H. R. DeCressey, sales manager; Paul Schluter, president; Dan Gruber, Walter C. Hansen. Back row: Al Peters, Con McRae, Harry Murphy and Bob Klute.

BOTTOM: Representing Package Machinery Company at the convention were: Front row, William Kerber, Chicago; Joe Kelly, advertising manager, and Jack Tindal, both of East Long Meadow, Mass. Back row: Bill Rangnow, Bill Keil and Bill Kerber, all of Chicago, and Clarence F. Prince, Springfield, Mass.



How Can We Feed 100,000,000 Cattle?

Don Cunningham

I am slated to talk to you about the value of a livestock exchange to the packer. I want to talk to you for just a few minutes about the cattle situation. It has had some very direct bearing upon our economy, especially in the Middle West, in the past three or four months.

We perhaps have different viewpoints. I am a market man. Many of you people are customers of ours. Many of you are not market men. Some of you acquire your supplies elsewhere than on an open, central, public market. You are entitled to your belief; I am entitled to mine.

But we depend upon one another. We are dependent upon you people in open market. I don't think you realize how much depends upon you in the West, particularly in the Missouri River markets. At our particular market in Sioux City, about 35 per cent of our hogs are shipped, and about 50 per cent of our cattle are shipped. Frankly, we can use another packinghouse; if any of you are interested, we would be glad to talk to you.

I think it is rather important to understand one another a little bit better on some of those problems. There are a lot of people that talk about lack of confidence. It isn't that so much as it is a lack of understanding. When we get to know the other people's problems a little better, we are a little more tolerant and charitable in our beliefs, we have a different understanding, we grow to know them better, and that promotes confidence.

The competition that you afford allows us to do several things. It allows us to attract more trade to our market. It allows us to get bigger entries because we are going out and selling the shipper on the fact that competition does exist. In other words, we take it out of the hands of a chosen few and we have more competition.

We, in turn, have something that we should do for you,

too. The livestock exchange was set up not just to promote the interests of the men on that market, but rather to protect the buying and the selling public.

In the first place, our trading, for example, is governed by a livestock exchange. All the trading practices on the market are governed by that. Our financial accounting and the financial integrity of the market men with whom you deal are all under the jurisdiction of an exchange, as well as under P. and S. supervision. The weights of the livestock are under the supervision of the exchange. The accounting is under that supervision, and the inspection, particularly for health of animals, is under the jurisdiction of the exchange. In this connection I might mention frankly, the problem of "suspect animals." I don't think that any "suspect animal" should go off from the market to any killing establishment. We find a great deal of dissatisfaction among our customers if something happens to a "suspect animal" down in Pennsylvania or St. Louis or somewhere on open market.

The fact that we deal with you people day in and day out makes it mandatory upon us to procure a supply so that you always have sufficient from which to make your selections.

In our procurement campaigns we use radio, we use our meetings, written word, advertising, and all of that.

We need you fellows. We need you badly. We can't get along without you in the West. You afford that major competition that would leave our hands badly tied if we didn't have it. We don't want to lose you. We want to gain more of your patronage. At the present time all of us on the Missouri River market are greatly concerned with freight rates on meat and live animals.

To discuss this cattle situation let's go back to the fall of 1951, when we had corn all over the country. There was only one way those fellows could market that corn



Don Cunningham, secretary, Sioux City Livestock Exchange, has an excellent knowledge of the livestock field. His frank manner of discussing public markets has won him the respect of all segments of the livestock and meat industry.

with any degree of certainty that they would get something for it. That was through cattle. As a consequence, they went out and got these cattle at extraordinarily high prices, and we had a page in the cattle history that I think could be well removed and forgotten. We would all be better off if we had done away with the year 1951 because it was a black, black year.

Then we came into the fall of 1952. We raised the biggest crop of corn that we have ever known—the biggest crop of corn that Iowa and Nebraska has ever seen out in the Missouri River country—and you know we feed a world of cattle in that country. A lot of people will say to you today, “Why did those fellows go out and give the prices for these cattle that they gave?”

I will tell you why. Those men have plants to operate, just as you have to operate, and they have to maintain the fertility of the soil. They have to follow soil conservation practices to keep up the margin. Ordinarily, there is a reasonable margin of profit in feeding cattle. They didn't rush in foolishly. They thought the thing out pretty soundly.

Then a lot of fellows sold a lot of corn, and you know that there are two things that you cannot do. You can't sell corn and feed cattle both out of the same crib. That won't work. The price of cattle started to drop. We have not had too many cattle in the United States to feed.

We had about 23 per cent more the first of the year

than we had the year before, but you remember we had too many cattle all at one time, because we have had a lot of fellows in our country who were attracted. However, if he raised 80 bu. of corn and it was worth \$1.52 a bu., that is \$120 an acre. So you can see he must be a stock man who believes in soil fertility. He must be a man willing to take a chance. He is a gambling American.” There wasn't much hope for him to get very much more money than that; he felt an obligation, he has people to feed.

We are going to have 100,000,000 cattle in the United States of America by 1975. We are going to have to find a place for them and ways of feeding them. That is an obligation—a challenge to you and me to furnish that meat.

When the market slumped, a lot of fellows ran with their cattle. They all came at once, just as they do when they are through feeding. As a consequence, we have seen some big losses. Don't let anybody kid you. The cost of putting on gain this year has been a good deal bigger than a lot of people think. Some fellows will tell you that gain costs 25c to 28c a pound. That is a fellow who is feeding all of the by-products of the farm. He is using grasses. He is using fodder. He is using everything. But the fellow who puts cattle in the lot is using a supplement, and his costs are running 30, 35 and I have seen some costs that run over 35c a pound. You can readily appreciate the fact that a man can't come back very well at 21c and 22c on a 1,000-lb. steer if he brings 22c coming back and it costs 27c. He has lost \$50 on the original investment besides the gain costs. That is a \$100 loss in a lot of cattle.

What will the future hold for us as far as production is concerned? I would be willing to go on record as saying that some of these days we are going to wake up a little short on beef. You can't continue to kill at 30, 40 and 50 per cent greater rate than in the past and have them last forever. From the first of January to the first of March, all of our markets sent out fewer replacement cattle. We can definitely run into a shortage of some of these cattle.

The way things are today, everybody thinks that at last the cattle supply is limitless. We have been getting big runs, but all at once it is made a hard proposition.

I think the packing industry has done a wonderful job in processing the cattle we have had. It has been a big problem.

The losses incurred in the last year or so pose more than a temporary problem. They pose a problem of production in the future being shut off. A burnt child dreads the fire a little bit and there is a group of fellows

LEFT: James Fitzpatrick, Griffith Laboratories, Inc., Newark, N. J.; Henry P. Kreisl and Leona Kreisl, Kreisl Brothers, Hazelton, Pa.

LEFT CENTER: Earl O. Herrud, Herrud & Co., and Marvin Blackport, Blackport Commission Co., both of Grand Rapids, and Herb C. Liebmann, sr., Liebmann Packing Co., Green Bay, Wis.

RIGHT CENTER: Joseph Yarem, F. J. Martyniuk, and Walter Martyniuk, Essex Packers Ltd., Hamilton, Ont.

RIGHT: Marvin Edwards, Edwards Sausage Co., Lawrenceburg, Ky.; Joe Kovacic, Mt. Sterling Packing Co., Mt. Sterling, Ky.; and Alvin A. Schaffner, Preservaline Mfg. Co., Flemington, N. J.





1. Mrs. and Lloyd Autin, Autin Packing Co., Houma, La.
2. Joseph W. Donnelly, Advanced Engineering Corp., Milwaukee, and J. Birney McCrea, jr., Ohio Provision Co., Cleveland.
3. Ted Olejniczak and Eugene Koptizki, Sam & Walter Provision Co., Hamtramck, Mich.
4. Len Elster and Mike Thomas, Lever Bros. Co., Chicago.
5. W. F. Thiele, president, W. F. Thiele Co., Milwaukee, and Erwin Steiner, president, Sheboygan Sausage Co., Sheboygan, Wis.
6. H. W. Wernecke, vice president and sales manager, THE NATIONAL PROVISIONER; and Robert D. Wilkinson, Keebler Engineering Co., Chicago.

who have been through two years of this. Either you have to lower supports on corn, or you are going to be short of beef. There isn't any incentive for a man to attempt to feed \$1.52 corn to 20c beef, unless he can buy those cattle for 15c a pound.

God has been very good to us in the West and in the Midwest the last three or four years. But the drought has begun to creep into northwest South Dakota, and last year went up into the North Dakota country. It is comparable to the drought conditions in the Southwest. If we ever get a drought in the Northwest country, like the one we had in 1934 and 1936, we will have a problem.

And so you are going to have people approaching this matter of cattle feeding very cautiously, I believe, in the next year or so.

It is a fine thing to have a support for corn; it is a fine thing to have basic crops supported. You can, however, have supports so high that you begin to get an

unbalance there—you get all of one kind of crop. That is what you have at the present time.

You fellows have seen those bins. They will be bigger, and there will be more of them next year than there are this year if we get a big corn crop.

We have a definite challenge ahead of us. It doesn't make any difference whether you are in the marketing business or whether you are a purveyor or processor of meats. We are going to have to feed the United States of America. We are going to have 100,000,000 cattle to do it, 120,000,000 hogs, more sheep and a lot more protein foods—milk and eggs and things of that sort. It looks to me as though our standard of living is threatened more now than it has been in a long time as far as the beef picture is concerned.

We are going to have to meet the challenge of this increased population of 190,000,000 people.

In the future—mark this down—you are going to buy a lot of fed beef, but you are going to buy beef that is fed differently. You are going to buy a lot of meat that is fed out on the grass, that is fed out with the use of legumes and clover and on ensilage—both legume ensilage and grass ensilage, as well as corn ensilage. Antibiotics and things are being fed. We are finding out that half of the value of the corn crop lies in the stalks that we have been wasting. You are going to have cattle fed, but fed cheaply. I don't believe we are going to feed and finish these cattle like they have been finished in years past. In the first place, we won't have the feed supply.

We have got to do that because we have to conserve the soil, and there is only one way to conserve soil. They are doing it now with grasses and legumes and with some of the fertilizers. The only thing to eat this grass that goes into these acres is the animal of the bovine species, preferably cattle.

It has been awfully nice to have a chance to talk to you. I wanted to talk just a little bit about this cattle picture because there are a lot of reports in the country that the cattle feeder is not in as bad shape as he has been pictured to be. There are a lot of cattle feeders who are not going broke this year. They have got a reserve. But they are going to tighten up and they are not going to feed as many. Some who have been feeding 1,000 are going to feed 200, and some of those boys who have been feeding 50 are going to save that corn.



Flechtner Bros. Packing Co. delegation at the convention included Arthur Seiple and Charles Monroe, Detroit; Dale E. McCarty, president, E. R. Andre and George McCorkel of Fostoria, Ohio.

Rail Beef Dressing

A Flexible System

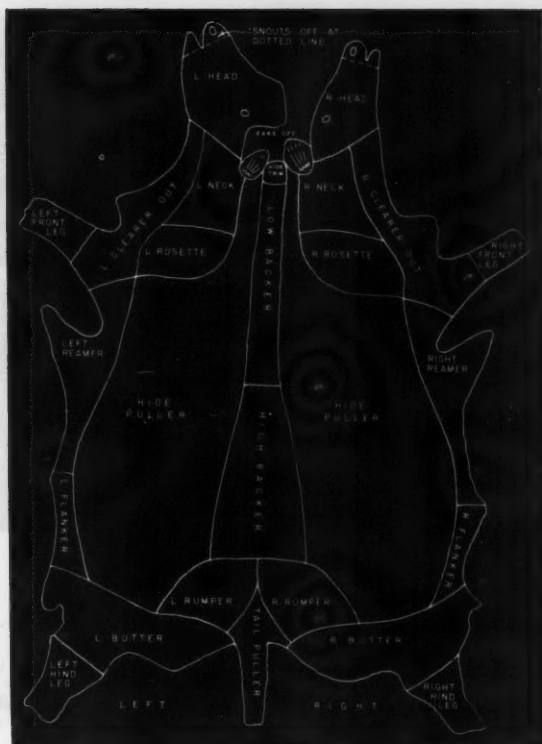
L. E. Liebmann

DRESSING on the line was originally designed by Canada Packers of Canada, and the original plant went in about five years ago at Winnipeg. Canada Packers did considerable research before the firm put in the first line. I have been interested in it from the time they started up there and have followed it through to the time when we actually installed this system in our own plant.

The second setup went in at Toronto, and the third one was put in at Montreal. The Montreal plant installation is very much in line with the one at our plant at Green Bay.

We started on this layout about October, 1951. Our first cattle passed over this line in January of this year. There have been several improvements and changes which are very vital to improving the operation. I'd like to give a lot of credit to my nephew, Irving Liebmann, jr., who has been the engineer in our plant for some time. He worked diligently with Bill Hinks of Canada Packers, who was loaned to us to design and lay out the entire killing system on our floor. They worked on the setup for several months and with the Department of Agriculture. The latter agency was kind enough to send two representatives to our plant to help work out various problems. Federal inspection in Canada is somewhat different than that required in the United States.

We now have the first installation of its kind in the United States. It is under the supervision of the Department of Agriculture which has approved the plans and the layout for 75 head per hour. However, the layout that we have in our plant will carry up to 120 or 140 cattle per hour. The rate can be brought down by reducing the amount of labor to about 40 per hour. At present, we are running at a rate of about 60 cattle per hour. Originally, we had three beds in our plant and ran them at about 30 to 32 cattle per hour.



PACKER HIDE, FLESH SIDE, showing area of different butcher and mechanical puller operations in removing hide during dressing on the rail at the plant of the Liebmann Packing Co.

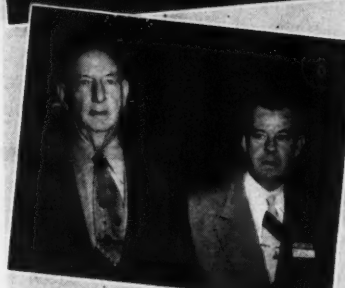
I will try to describe our operation. We start with our knocker. Then the cattle are hoisted up on to the bleeding rail and from that point until the cattle enter the cooler they do not touch the floor. Immediately after the sticking is done two scalpers scalp the cattle and from there the heads pass over to the head washer, the dehorner, and then on to a conveyor. This conveyor takes the heads around in line—it is all synchronized. In other words, the inspector in charge can follow his cattle through the entire operation. There is the header at that end, and the man who splits and removes the brains.

We now go back to an elevated bench up near the top of the rail. At this point the first hind leg is removed by an air saw. The man opens the hock and the carcasses pass on to what we call a "butter." The butter opens the leg of the cattle down to and up to the rump, or partially rumps, and down the front. The carcass then passes on to a transfer where it goes from the bleeding chain to the rail by the first loose hind leg.

The chain is then lowered automatically and the shackle returns over a conveyor to the knocking pen. After this procedure, the second hind leg is opened and removed.

The carcass then passes on to the second butter who opens the opposite side as the animal passes him. At this point, the cattle automatically go up with both hind legs on the rail. As the cattle move from that point, the front legs are removed; in removing the front legs we leave on the dewclaws. They are just left right on, and they

(Continued on page 66)



ENJOYING THE SHOW?

1. Frank N. Davis, advertising sales, *The National Provisioner*; Harold E. Smith, president, John E. Smith's Sons Co., Buffalo, and Harvey W. Wernecke, vice president and sales manager, *The National Provisioner*.
2. J. A. McPharlin, vice president, and Bernie Roy, both of Essex Packers, Ltd., Windsor, Ont.
3. Arthur T. Edinger of USDA, Chillicothe, O.; B. L. Finn, Partlow Corp., Chicago, and O. G. Hankins, Bureau of Animal Industry, Beltsville, Md.
4. Edward R. Swem, editor, *The National Provisioner*, and T. L. Johnson, George Fry & Associates, Chicago.
5. Robert O'Brian, Reo Foods, Inc., Des Moines, and E. Y. Lingle, vice president, Seitz Packing Co., St. Joseph, Mo.
6. Burt Schultz, Quality Beef Co., and Harvey Ershowsky, Peoples Meat Supply Co., both of Miami.
7. Lee J. Kenyon, president, Preservaline Manufacturing Co., Flemington, N.J., and Sam Raphael, Hunter Packing Co., E. St. Louis.
8. A. H. Goedert, president, Jones Chambliss Co., Jacksonville, Fla., and Roy Reed, Samuels & Co., Dallas, Tex.
9. Phil Rothschild and Charlie Moore, both of M. Rothschild & Sons, Chicago.
10. Dudley Smith, comptroller, Elliott Packing Co., Duluth, and J. H. Schaeffer, The Albright-Neil Co., Chicago.
11. Dr. A. O. Lundell and John G. Albright, treasurer, The Albright-Neil Co., Chicago.
12. Carl Falter, sausage superintendent, Herman Falter Packing Co., Columbus, O., and Dave Falk, Falk Sausage Casing Co., Chicago.
13. Robert S. Sharpe, Chicago, and J. N. Constantine, Washington, both of meat grading service, USDA.

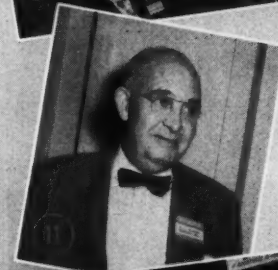
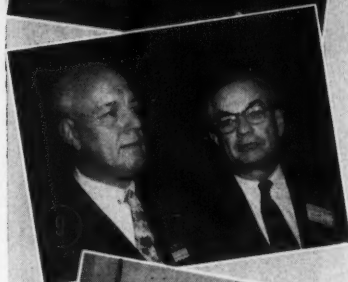


PACKERS ON PARADE

1. Robert Davies, advertising sales, *The National Provisioner*, and Robert I. Tolerton, president, Tolerton Co., Alliance, O.
2. Ben Fineberg, Fineberg Packing Co., Memphis.
3. E. F. Drobka, production manager, and O. P. Metz, purchasing agent, Miller & Hart, Chicago.
4. Harry C. Ferguson, vice president, Seeger Packing Co., Inc., Montgomery, Ala.
5. C. O. Hinsdale, general manager, and R. D. Bryson, chief engineer, both of Klarer Provision Co., Louisville.
6. Irvin Agrom, Kansas City Dressed Beef Co., Kansas City, Kans.; Hyman Karp, Iowa Beef Co., Boston, and M. J. Sambol, Sambol Packing Co., Kansas City.
7. Mrs. and M. G. Rose, Detroit Packing Co., Detroit.
8. Max Russer, Max Russer, Inc., Rochester, N.Y., and Jack Shribman, Premier Casing Co., Chicago.
9. Dave Wolin, Wolin Packing Co., Flint, Mich., and Sydney Wolin, Flint Provision Co., Flint, Mich.
10. Carter N. LeBeau and Thomas Norris, both of purchasing, Oscar Mayer & Co., Chicago.
11. Fred Adams, assistant sales manager, Visking Corp., Chicago, and Irving Rabinowitz, Irving Machinery Co., Philadelphia.
12. Charlie Stiles and Sam Turvey, jr., Turvey Packing Co., Blackwell, Okla.
13. Ben Halop and Charles M. Trunz, jr., both of Trunz, Inc., Brooklyn.

CONVENTIONEERS ALL

1. Jack Weiss and Hans Pauley, Blue Ribbon Packing Co., Houston, Texas.
2. H. H. Matthews, Geo. A. Hormel & Co., Austin.
3. S. H. Marcus, Excel Packing Co., Inc., Wichita, Kansas.
4. Mrs. and C. B. Heinemann, sr., president, National Independent Meat Packers Association.
5. Felix Cristion, Packers Management Engineering Co., Levittown, Pa., and Henry J. Kruse, Seattle Packing Co., Seattle, Wash.
6. M. S. Haugen and James R. Howard, both of Black Hills Packing Co., Rapid City, S.D.
7. William and Mrs. Greenhouse, Pilgrim Packing Co., Inc., Syracuse.
8. Mr. and Mrs. Pennie Z. Davis, Greater Omaha Packing Co., Omaha.
9. M. C. Phillips, vice president, Griffith Laboratories, Inc., Chicago, and I. J. Pire, Peters Meat Products Co., Eau Claire, Wis.
10. J. Harold Peters, Peters Sausage Co., Detroit, and Yewell Rice, Woodfire Brand, Inc., Cincinnati.
11. W. L. Medford, president, Medford's, Inc., Chester, Pa., the newly elected treasurer of NIMPA.
12. Carl H. Pieper and Curtis G. Pieper, Oswald & Hess Co., Pittsburgh.
13. Sydney Rabinowitz, president, Colonial Provision Co., Boston, and Daniel Dohm, jr., president, Dohm & Nelke, Inc., St. Louis.
14. John A. Dupps, president, The Dupps Co., Germantown, Ohio, and P. S. Brubaker, Smith, Brubaker & Egan, Chicago.





ROUND AND ROUND

1. Marvin Edwards, partner, Edwards Sausage Co., Lawrenceburg, Ky., and Arnold McGrew, president, LaGrange Packing Co., LaGrange, Ga.
2. Sam Moore, Toronto, and Edward H. Oppenheimer, president, Chicago, both of Oppenheimer Casing Co.
3. Walter Seiler, president, Karl Seiler & Sons, Inc., Philadelphia, and Frank Heine-mann, NIMPA, Washington.
4. B. D. Stearns of B. D. Stearns, Inc., and Stearns-Meserve, Inc., with Raymond M. Meserve, Stearns-Meserve, Inc., Au-burn, Me.
5. Dick and Ted Ettlinger, Ralph Ettlinger & Sons, Chicago.
6. Louis J. Menges, president, Lou Menges Organization, Basking Ridge, N.J., and Chick Settlage, Haeseler Construction Co., St. Louis.
7. Richard L. Jones, Dewey & Almy Chemical Co., Ft. Worth, and Johnny Ebner, Ebner Bros. Packers, Wichita Falls, Tex.
8. Mrs. and George L. Mory, secretary and treasurer, Valentine Co., Inc., Terre Haute, Ind.
9. Norman Brammall, Food Management, Inc., Cincinnati, and Howard Firor, Mer-kel, Inc., Jamaica, N.Y.
10. Mrs. and Adolph V. Streck, sales manager, Streck Brothers, Belleville, Ill.
11. Henry E. Baylis, president, Associated Bag & Apron Co., Chicago, and Frank N. Davis, Advertising Sales, *The National Provisioner*.
12. Erwin Buckman, district manager, and Paul R. Stewart, advertising manager, both of C. Schmidt Co., Cincinnati.
13. Art Grafstrom, Milprint, Inc., Chica-go, and Henry Beran, president, Cornell Provision Co., Chicago.

RAIL BEEF DRESSING from page 61

open the hide and the hide from that point on does not carry any form of dewclaw.

The next operation is opening the cattle and at this point we have one of the most important jobs. It is the reamer who cuts the pattern of the hide, opens it up, and takes about 8 in. to the side of the hide with an electric knife or his ordinary knife, whichever he prefers. He stands on an elevator bench which gives him the opportunity of working at any level that he may desire.

This bench is operated by air and can be raised to any point as the workman sees fit. From that point on, we go over to another suspended bench at which the flanks are reamed out to about 8 in. On cows the udders are removed at this point and the operator also uses an electric knife which works out very satisfactorily.

We now drop down to what we call the skin out of the chuck or rosette. Two men work at this position and they remove the neck and the rosette with electric knives, or if they prefer, they use their regular knives. These two men work off the floor.

We go next to the shallow butter, which is just a minor job. This workman opens the butt in what you would call the shallow rumping. He opens it down just a short way and the carcass moves from that point to the tail puller. This operation consists of releasing the bung, marking the tail, and pulling the tail with an automatic device which works out very satisfactorily.

From this point, the carcass moves through the hide puller. Two jaws come forward. The hide is gripped at the navel and is automatically pulled back to a certain point. Then two arms come in from the side against the cattle and give the hide another pull which brings it back to a point where about 8 in. is left on the back.

From here, we move to the hide droppers or backers. Very little work is done at this point. One backer works from the floor and the other from an elevated bench. The hide is dropped and left with about 2 in. connected to the neck of the cattle. The purpose of this is to carry the hide along to the point where the hide chute is situated.

At the chute a man takes and trims the hide, removes the ears and lips, takes the carcass number off the hide and places it on the beef for identification because that is where you can lose the identification of your cattle in connection with the head. This workman drops the hide



L. E. Liebmann, president, Liebmann Packing Co., Green Bay, Wis., is one of the country's most progressive packers. His plant has the first installation in this country of beef dressing on the line.

down the chute and the cattle then moves to the conveyor table where two gutters work on a kill of about 60 cattle an hour. They drop the viscera on to the table and place the liver alongside the lungs in preparation for inspection. The table is geared a little bit faster than the carcass chain and it moves for about 10 ft. to the federal inspector who inspects the entire carcass and the viscera.

I missed one operation and it is this: immediately before the hide is removed from the cattle we split the brisket with an electric saw and wash off the sawdust.

Resuming our previous sequence, a workman uses an electric saw to split the cattle from the tail down to the neck. He keeps up with the operation. Next we have a neck splitter who saws the neck, removes and trims the glands and trims the neck.

The carcass then moves to an elevated bench where it is trimmed of bruises. Any additional work that may be required by the inspector is performed at this point.

The carcass then goes over an automatic weighing scale. Two sides of beef drop into this scale for weighing. A third side comes along and pushes the first one out and another comes up and pushes the second one out, in that way leaving the second cattle for weighing. Everything is done by conveyor.

The cattle then pass over to the washer who washes the top of the carcass and removes the tail. The tail is carried with the carcass up to this point. A little farther on the lower ends of the carcass are washed.

At the shrouding station one man places the shroud on top of the cattle and pins the top. The next man stands on a lower level and does the shrouding on the parts of the cattle that are toward the floor.

The cattle then leave the conveyor and move into the coolers.

Are there any questions from the floor?

E. Y. LINGLE: Do I understand that 40 cattle an hour is the smallest number you can slaughter efficiently?

L. E. LIEBMANN: I wouldn't say that. You reduce

LEFT: Representing Merrill Lynch, Pierce, Fenner & Beane of Chicago at the convention were: Stan Munsell, J. R. Walsh, J. G. Mercer, S. A. MacMurray and William R. Mendels. RIGHT: Harry J. Elliott, Louis J. Asmus, Marvin L. Asmus, jr. and Marvin L. Asmus, sr., Asmus Brothers, Inc., Detroit.



proportionately the amount of men that are required. I would say that you could operate at 20 or 30 per hour. However, whether the investment would warrant operating at such a low rate per hour, I am not in a position to answer you.

HANS PAULY: I would like to know how many men you must have on the floor in order to kill 60 head.

L. E. LIEBMANN: That is one question that I prefer not to answer.

A. J. BELASKAS: Did you say that the range of operation is from 40 head to 120 head per hour with your present equipment?

L. E. LIEBMANN: I would answer that in this way: We can reduce our operation to 20 per hour, and it could be speeded up, with additional help, to 130 or 140.

At the Toronto plant—I was up there last fall and their layout is not any different from ours as far as space and everything are concerned—they were running 140 cattle per hour.

We have an actual diagram of the hide (see page 61) that shows the various operations at every point and the man who performs the operation.

ABE LEBERMAN: I have a question. How does it affect the hide grade? Is it scored more or less? Do you get a better takeoff?

L. E. LIEBMANN: A much better takeoff, but here is one point that I would like to bring out in answering your question. The present way of removing the hide means that your men work in a stooped position and actually work on a hide that is loose in connection with the cattle. When you are working under the new system your hide has a tendency to be rigid. It is much harder for an experienced butcher to accustom himself to the new way of taking the hide off, than it is to take men you would just break in. The latter will get the feeling of the hide much faster than a man who has worked on hides all his life—and it is not because they don't try for they try real hard.

By looking at the chart you will see that very little work is performed on what we will call the heart of the hide.

At this point we will show the picture that has been graciously donated to this meeting by The Globe Company. It shows the operations at the Winnipeg plant of Canada Packers.

1. Representing Custom Food Products, Inc., Chicago, at the convention were: Marty Phee, James Keyes, W. E. Kicker and J. E. Brown.

2. J. V. Smith, retired, Visking Corp., Boston; Clarence A. Bowman, Hickory Packing Co., Hickory, N. C.; Jerry McKenzie, John McKenzie Packing Co., Burlington, Vt., and Osborne E. Propst, Hickory Packing Co.

3. John H. Payton, president, Margaret Shea, William Payton, secretary, and R. H. Skadow, vice president, all of Great Lakes Stamp & Mfg. Co., Chicago.

4. Ed Habberset, Habberset Bros., Philadelphia; Franklin L. Weiland, Weiland Packing Co., Phoenixville, Pa.; Mike Brittain, Frederick County Products, Inc., Frederick, Md., and Wells E. Hunt, president, John J. Felin & Co., Philadelphia.

5. Bob McElwain, Ted Meninge, Harrison Jones and Wm. H. Olney of Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.

6. Sid Starkman, Union Kosher Sausage Co., Toronto; Fred A. Williams and J. G. Ganten, both of C. A. Pemberton Co., Ltd., Toronto, and F. Kalau, Supreme Packers, Montreal.





Ways To Save the Hide Market

Paul Simons

AT THE outset there is something that I want to get off my chest. It may not be what you would like to hear, but I think it needs saying. There is a matter of most crucial concern facing the meat packing industry today, and I see very little except complacency, apathy, and indifference. When, occasionally, some concern is shown, the meat packer lets off steam by blaming some one else about it.

You know what happened to the inedible tallow and grease market while you were not looking. I need not tell you—it's too painful to relate. Please don't let it happen to hides and skins. The same kind of thing can happen; in fact, serious inroads have been made already by substitutes and imitations which affect drastically the price of your most important by-product.

When a load of cattle or calves goes to market and reaches the packinghouse, it is only normal to associate their value with meat prices. The by-products seem a little far removed. Yet those by-products spell the difference between potential profit and potential loss.

According to Irving R. Glass, executive vice president of the Tanners' Council of America:

"The natural wrappers in which 35,000,000 cattle and calves are shipped represent the major part of half a billion dollars annually. That dollar total is expressed in daily livestock quotations and is reflected in the gross income of the livestock and packing industries. . . . The value of shoes and other leather products at retail comes to \$4,000,000,000 yearly."

Friends, the prices of hides and skins are of vital concern to you and if you continue to do nothing to prevent this important by-product from going the way of tallow, then you have yourselves to blame in part.

I know what you are thinking—what can we do about it? Why am I placing a share of the blame on you?

I hope you are aware that you have a problem here that must be faced now.

I propose to tell you why the responsibility for current low prices for hides is partially yours and what you can do to prevent the market for this vital by-product from slipping away.

Here is a three-point program that would be well for you to adopt. First and foremost, improve your product.

Wherever I go, many packers complain that they must compete for cattle in the open market, and yet they receive less for their hides and skins than their biggest competitors. Why should they receive less?

The answer is quite simple. The vast majority of small packers and slaughterers produce hides that yield much less leather than they should due to careless takeoff, improper or insufficient cure, and poor delivery.

This is a broad indictment, I realize, but if you want to be convinced, step up to our booths Nos. 66 and 67 and we will show you leather produced in over a score of tanneries out of your hides and skins. They show the results in leather of butcher cuts, scores, salt stains, improper cure, curry-comb scratches and the like.

I have here two sides of leather of very nearly the same footage—one of good takeoff and one poorly handled. A shoe manufacturer sketched out the patterns that could be cut out of these sides. Out of the good one ten pairs of shoes can be cut without any difficulty. The shoe company has sketched patterns of the various parts of the shoe that are cut out of this hide.

Here is a hide with poor takeoff and a lot of scores and cuts. From this hide only six pairs can be cut. That is a difference of four pairs of shoes in a side of leather, so you can see how important it is to have the right take-off on a hide.

I'd like to show you something else. I have a few sam-

Paul Simons of the old and established Boston hide brokerage house, Simons Hide & Skin Corporation, advocates a ten-point program which will help small packers improve their hide takeoff, cure and delivery.



ples from our exhibit. This is a calfskin before finishing, and there are curry-comb scratches all over the skin. This skin, when finished, should bring around 85c a foot, but is worth about 20c a foot as a result of these curry-comb scratches.

I'd like to show you what you can do to avoid curry-comb scratches. First of all, a longer time in the soaking pits will help a lot, particularly if the spray comes from the floor. Then, try using a modified curry-comb. This is an ordinary curry-comb, but has its points burnished so that they are not sharp. You can use this comb on calves without damaging the hide.

Poorly handled hides cause a great waste of cutting surface and encourage the use of substitutes. If this waste of money and material continues, you, my friends, will be the big losers, but the industry will suffer also.

Feeling that improvement of the product is important to packers and to all segments of the leather industry, we have prepared a pamphlet especially for this NIMPA meeting. It is entitled, "How to Obtain Top Market Prices for Hides and Skins" and it features ten simple steps to higher hide prices. We firmly believe that if these ten steps are followed, your product will be improved and you will be able to obtain top market prices. We will be happy to send one of our experienced men to your plant on a non-profit basis to help you improve your product. If any of you members of NIMPA wish that service, contact us.

The second step in this program to reverse the trend is: Help the leather industry in its effective campaign to promote the wider use of leather. I asked Irving Glass

to furnish me with a few brief statements about the work of The Leather Industries of America and the following are excerpts from his remarks:

"We refuse to rest on traditional laurels; manufacturing, marketing and research in tanning are always being scrutinized for improvement. Leather has tremendous advantages, but they cannot be taken for granted nowadays; we cannot afford to be complacent. Leather markets have to be fortified, intensified and expanded. You are aware of the vast industrial and chemical changes in the past decade, the hordes of new products spawned in the laboratories, and the intensified competition for the consumer's dollar. It has been necessary for the tanning industry to keep pace with the current of industrial advance.

"So, in March, 1952, the tanning industry organized a promotional and advertising arm—Leather Industries of America. Membership in that organization is not limited to tanners. It includes manufacturers and retailers, hide dealers and brokers, several meat packers, and most of our suppliers of tanning and chemical materials. The hundreds of companies allied in Leather Industries of America support it financially, and just as important, give it their moral backing.

"Leather Industries of America has undertaken to bring the message of leather home to the consumers and to the business community of the United States. Its program is broad and far-reaching, and involves advertising in national magazines, the use of TV and radio shows, messages in business papers and widespread general publicity.

"Its program entails educational work in the schools for the younger generation in order to be sure that the young have the respect and affection for leather which its unique qualities deserve. Motion picture films are distributed nationwide, telling the story of leather and a little booklet entitled, 'Leather in our Lives,' printed only a few months ago has already reached a circulation of half a million."

It may be interesting to you producers of raw material to know why we feel that the public can be educated to appreciate leather. Nature's laboratory produces in hide and skin substance a unique and uncopyable material. The strength, the flexibility, the satisfaction in health, comfort and looks which leather provides are unrivaled. The very physical characteristics which make a hide the ideal covering for an animal also make it the ideally healthful material for covering our feet. Tests on standard laboratory apparatus show that leather is the only shoe material that "breathes"—it allows air to enter and moisture to be evaporated. Leather uppers and soles

LEFT: In front row of The Globe Company group are C. Bonifield, vice president; Russell L. Gambill, executive vice president; Leo J. McQueen, sales manager and Frank J. Bilek, vice president engineering. Back row: John Hill, Harry Donnelley and Jake Lissner.

RIGHT: More Globe representatives. Seated are L. R. McQueen, advertising manager; K. Bard and R. Byrnes. Standing: Karl Axelson, W. Worcester, Eastern representative, L. W. Faulkner, packaging sales, and C. Devrick.





LEFT: Representing the Allbright-Nell Co. of Chicago at the convention were Tom Waller and Harold A. Wright. Back row: K. D. Kubaugh, Dr. J. T. Johnstone, Jack Wainwright and Harold Scherer, advertising manager.

RIGHT: Emil A. Schmidt, president, The Schmidt Provision Co.; Sol Morton, president, and John Lowe, both of Meat Industry Suppliers, Inc., Chicago, and Joseph W. Arnold, vice president, Schmidt Provision Co., Toledo.



transfer foot moisture from the inside to the outside of the shoe where it can be evaporated. Leather shoes keep feet dry and comfortable in hot weather and cold. The millions of interlocking fibres in a small piece of leather give it the same insulating properties as the insulation that keeps your house cool in summer and warm in winter. Evaporation of foot moisture prevents smarting and burning feet, and guards against athlete's foot, which develops in hot, moist environments. All leather shoes are perfectly safe for the most sensitive skin. Leather contains no allergy-producing material. An all-leather shoe is a safe shoe.

Science proves also that leather is best for wear. This may amaze you, but I have some scientific facts to back it up. A piece of leather subjected to 300 lbs. of pressure will not burst or "spread." Substitute materials cannot withstand this test. This is why all-leather shoes will hold their shape despite the toughest wear. Puncture tests demonstrate that sole leather has four times the puncture resistance of any soling material. Up-turned nails or sharp stones will not penetrate all-leather shoes.

LEFT: Clarence J. Muth, purchasing agent, Eckert Packing Co., Defiance, Ohio, and Jack Sater, Sater Beef Co., New York.

CENTER: Charles Sive, Cincinnati Butchers' Supply Co., Chicago; William J. Poplack, Michigan Shortening Co., Detroit; William W. Brown, Atlantic Packing Co., Detroit, and C. Oscar Schmidt, jr., president, Cincinnati Butchers' Supply Co., Cincinnati.

RIGHT: V. M. Wells, general manager, and J. C. Dreher, jr., secretary-treasurer, Dreher Packing Co., Columbia, S. C.



On a "stitch-tear" tester leather outlasts any other shoe material. This means the tips of soles will not pull away from the uppers on all leather shoes.

A piece of leather placed on a tester, which folds in the same type of creases that occur across the vamp when walking, will not crack after millions of flexings. Leather outlasts any other material in this test.

Science says leather is best for appearance. No substitute has been able to duplicate the individuality, the grain, the feel, the appearance of genuine leather because no synthetic can duplicate nature plus the latest developments in the tanner's art. The unique fibrous structure of leather gives shoes the shape retention flexibility that preserves their original style. Shoes which have been badly twisted or bent will spring back to their original lines. Only leather has this ability.

I have here a shoe, and you can flex the shoe, bend it, twist it, and do anything you want with it, and it comes back to the original shape. Try that with a substitute material, and you will find it will not do it, and you people who work on shoes know that millions of times you flex them and treat them rough, and yet they will always come back and look like fine, beautiful shoes.

Friends, everything I have said about leather is authentic. There is one more claim that could be made—if you will but cooperate. Leather can also be the most economical material to use. It is practically 100 per cent usable with a minimum of waste.

I would like to show you this piece of leather. This is a good hide—100 per cent usable—and it is really a magnificent piece of leather. Leather can be produced this way if you will cooperate. The cure of the hide is important in producing leather like this, and I want to say that if you did your job right it would sound the death knell to the expanding use of substitutes because it would make leather the most economical material to use.

This second step in my proposed program helping the



LEFT: W. "Stevey" Johnson, jr., W. S. Johnson, owner, and D. L. Lovan, sales manager, all of the W. S. Johnson Packing Co., Owensboro Ky., and Norman A. Wright, president, Wright Packing Co., Boonville, Ind.

BELOW: Donna Lynn Goodman and Nathan Goodman, president, Portion Control Meat Co., Toledo, Ohio.

Leather Industries of America in this battle for survival is helping yourselves to assure a sounder, more equitable market for hides and skins.

The third step in my suggested program is: Insist on all-leather shoes, leather luggage, leather office furniture, leather-top tables and leather upholstery in your convertible. Be sure that it is genuine leather. You recall the old adage, "Imitation is the sincerest form of flattery." If we permit the imitators to continue their practices unchecked, they will flatter us to death. Imitation and deceit take a variety of forms and call for constant alertness and vigilance to protect ourselves and the public. According to Mr. Glass, they range from the obvious deceit of labeling some imitations as "genuine hyde" to more subtle forms of misrepresentation in which goods are stamped "top grain" or "leather finish." The imitations are painted and colored to resemble leather. They carry labels cut in the shape of a hide or with a picture of a steerhead to convey the impression that leather is used, when in fact, the entire product is pure imitation. One of the prize examples was a leathercraft kit sold in a reputable chain store. The cover extolled the beauty of genuine leather and the pleasure of fashioning fine articles from leather. However, there was not a scrap of leather in the kit itself; it was all a cheap imitation colored to resemble leather.

In conclusion, let me say that business leaders generally have a great challenge. For years we have been operating under a wide variety of controls, many of them working hardships and often crippling private initiative. Now, at least temporarily, we are relatively free to operate on our own steam. This is our opportunity to make our economy work and keep enterprise free. Perhaps in the long period when everything was controlled, we were so accustomed to blaming things on Uncle Sam that we have forgotten how to look at ourselves critically. I hope not. In fact, I believe that the meat industry, as exemplified by this fine association, of which we are associate members, will meet all challenges including the one I have presented today and will go ahead with flying colors toward a sound and free economy.



BELOW: Mrs. and E. H. Kennedy, secretary, Piedmont Packing Co., Inc., Hillsboro, N. C.

BOTTOM: Robert Nissen, president, G. B. Nissen & Son Packing Inc., Webster City, Ia., Mrs. Nissen; Mrs. and James K. Smith, vice president, and Mrs. and D. O. Thompson, president, all of Lamoni Packing Co., Lamoni, Ia.





Meat Industry in Good Position

Wilbur La Roe

SO RADICAL has been the change in the Washington atmosphere that it is difficult to describe it. It is definitely for the better.

The two biggest changes are these: First, a return to the best in the American way of life, including recognition of God and including administrative and economic integrity. An honest administrative effort is going to be made to get our whole economy on a sane and honest basis. This means that the dollar will have more value. It also means that there will be less extravagance and waste. It also means, I regret to say, something that will feel a little bit like a depression as things are shaken down to a sensible level. You just cannot stop all of the extravagant spending without somebody getting hurt. I doubt whether the meat packing industry will be hurt because there has been no extravagance in that industry and the demand for meat will continue. The only harm that can come to the meat packing industry will be from a possible lessening of demand due to lesser employment, or from a government policy which discourages production of animals.

The meat packing industry, therefore, stands in an especially good position to withstand the economic changes that will result from a sounder and better policy.

With regimentation largely gone, about the only things we have to fear are insufficient animals, VE disease, and the chaotic fats and oils situation and over-weight hogs. Every hog that weighs too much makes the lard situation worse.

Let me say that I am proud that NIMPA was at all times a part of the fight against price control. In fact, we were right at the front line of the fight all of the time.

Several have asked me about Senator McCarthy and his activities in Washington. Quite obviously there are two sides to that question. I am just as much afraid as

anyone of investigative techniques which are unfair to the accused, or which seem to depart from the American system of fair and honest inquiry. On the other hand, I fear that many overlook the seriousness of communism and fail to understand the grave importance of keeping communists out of our government. I have been a member of the President's loyalty review board and I know what danger a single communist can do in a position of prominence.

I want to protect every witness to the fullest possible extent, and I don't want any harm done to American freedom, but I must confess that it makes me sick to see an increasing number of teachers and others come down to Washington and, when asked the simple question, "Are you a member of the communist party?" hear the witness say, not "I'll punch anybody in the nose who dares to say that I am a communist," but rather, say, "I refuse to answer lest my answer incriminate me." How could the answer possibly incriminate him if he is a good red-blooded American citizen?

The answer to this whole problem is not to weaken or relax one bit in our attack on communism, but at the same time to make sure that investigative procedures are in line with the best in the American tradition.

The whole nation is, of course, thrilled by the progress that we seem to be making toward world peace. It is becoming clearer every day that the death of Stalin was the best thing that has happened for a long time. On the other hand, there may be danger in taking Russian peace moves as really sincere, and I believe that our nation will approve a policy that keeps our powder dry while we are negotiating for peace.

Now as to standby controls. One of the blessings of the past year was the termination of price controls. However, we have had to face very recently an attempt to get



Wilbur LaRoe, for many years general counsel for NIMPA, is closely attuned to legislative developments in the Nation's Capitol. During all these years he has been a spokesman for and defender of the independent meat packer.

standby controls established. Never did I dream that a staunch Republican, Senator Capehart, would be the leader in this movement. NIMPA has taken a strong stand before the Senate banking and currency committee on this issue and both Mr. Heinemann and I have appeared as witnesses. President Eisenhower made it clear some time ago that he does not need standby controls; but his more recent attitude is that he will sign a bill providing standby controls if the Congress passes such a bill. My prediction is that the Senate will pass the bill, but that the House will not.

TAFT-HARTLEY: We also submitted on Capitol Hill a strong statement regarding the changes that are threatened in the Taft-Hartley Law, and we have, through one of our members, G. W. Birrell, a very nice letter from chairman McConnell of the committee on education and labor acknowledging our statement and saying that the points made by us will be given very careful consideration. Here, in brief form, are the main points made by us in our presentation to the committee:

The closed shop is utterly un-American because it is an infringement of a man's right to work.

The fact that the President has had to use the Taft-Hartley Act to prevent nationwide strikes shows that this part of the law should not be weakened.

Industry should not be required by NLRB to disclose confidential information to unions.

States should be permitted to pass laws regarding picketing which do not conflict directly with the federal law.

The law should make mandatory the issuance of an injunction upon factual proof of jurisdictional strikes or secondary boycotts.

Employees should not hold their meetings on company property or on company time.

Unions should be prohibited from making political contributions.

The law should continue to make the unions liable for damages. They are trying to get out of that.

Secondary boycotts should be prohibited.

Unions of foremen and supervisors should not be recognized.

It often happens that a small packer has a foreman who must devote part of his time to regular plant work. Because he does regular plant work, he must be a union man, but he is a foreman for part of the time. If he criticizes a union man for loafing, the union calls him on the carpet, and reprimands him for being too tough, and sometimes fines him. The result is that although the plant owner has a foreman, he really has no foreman. I have been asked by one of our members to study this problem and, of course, I shall be very glad to do so.

Next, there should be no picketing to force unionization.

Employers should have a right without being guilty of a lockout, to close up shop when there is an insufficient number of workers on duty in one or more departments.

VESICULAR EXANTHEMA: Much of our time during the past year has been devoted to vesicular exanthema. Our troubles have been due, in part, to the fact that the Department of Agriculture, Bureau of Animal Industry, has gone after this disease, which is not harmful to humans, in the same manner that they would go after foot-and-mouth disease. In one instance they went so far as to close the Indianapolis yards with 12,000 hogs in it, without any reasonable evidence that a single hog in that yard was infected.

At two conferences with Undersecretary True D. Morse we protested vigorously against this harsh treatment. We have very recently obtained a new regulation under which a packer sustaining a loss from this disease will be reimbursed if it appears that the disease was contracted in the course of interstate transportation. This reimbursement will be given even if the packer is located in a state which does not cooperate on the customary fifty-fifty basis. I should say parenthetically that NIMPA has done most of the work with the Department of Agriculture on this matter and deserves most of the credit for the results achieved.

I am glad also to report that we succeeded in convinc-



TOP: The Visking Corporation was represented at the convention by: Front row Alec Chesser of Dallas; Fred Adams, assistant sales manager, Chicago; Andy H. Cameron and Ken Reynolds, Raleigh, N. C.

Back row: "Mac" McGinnis, New York; Bob Hanrahan, Cincinnati; Chuck Wheeler, Boston; Ray J. Wells, Minneapolis, and Tommy Tompkins, Chicago.

BOTTOM: Front row, Bill Kimball, Boston; George Liddell, Chicago; S. L. Hutchinson, Chicago, and S. G. Davin, Chicago.

Back row: George Foster, Montgomery, Ala.; David Nay, Cleveland; Alan Duckett, Stange Pemberton Ltd., Montreal, and Tom Flynn, Michigan. All represented Wm. J. Stange Co.



LEFT: Oscar E. Emge, president, Emge Packing Co., Ft. Branch, Ind.; J. K. Stark, works manager, and M. S. Hungness, Cudahy Bros., Co., Cudahy, Wis.

CENTER: Mrs. and Clyde Sidwell, Santa Fe Packing Co., Muskogee, Okla., and Doris Mackey, Chicago.

RIGHT: George E. Calhoun, general manager, Merchants Wholesale Meat Products Co., Marquette, Mich.; Bill Fredericks, Transparent Package Co., Chicago, and Robert A. Bateman, purchasing agent, Geo. A. Hormel & Co., Austin, Minn.

ing the Secretary of Agriculture that he should take more drastic measures in prohibiting the interstate movement of uncooked garbage for hog feeding, and also the interstate movement of hogs fed with such garbage. As a direct result of our efforts in this matter, a new regulation was issued on April 17 which establishes a permit system under which only those hogs can be moved in interstate commerce which have not been fed with uncooked commercial garbage. The system also controls the movement of such garbage in interstate commerce.

The result of the cooperation which the Secretary of Agriculture is now giving us is to use practically all of the powers which he has, except the power to declare an extraordinary emergency. Under such a declaration he could reimburse losses to the extent of 100 per cent instead of 50 per cent, but apparently it is his policy not to declare an extraordinary emergency unless we have something like the equivalent of the foot-and-mouth disease.

I must point out that much of the remedy regarding uncooked garbage lies within the power of the 48 states, and that the Secretary of Agriculture is powerless to control the garbage situation inside a state except as indicated. New York has recently adopted what I consider a model law to prevent commercial garbage feeding in a state. If our members want to help in knocking out vesicular exanthema, the best thing they can do is to have their own state pass a law similar to the New York State law. There will be powerful political influence against it, because the garbage feeders won't like it, but if it can be done in New York, it can also be done in other states.

The following states now have laws prohibiting commercial garbage feeding: Arizona, Connecticut, Georgia, Idaho, Indiana, Iowa, Kansas, Louisiana, Montana, Nebraska, New York, North Carolina, South Dakota, Utah, Washington, West Virginia, Wyoming and Oregon.

Following are the states which have effective regulations: Maryland, Nevada and Virginia.

The following states have introduced legislation to prohibit garbage feeding, but legislation has not yet passed: Arkansas, New Jersey, California, Illinois, Maine, Michigan, Minnesota, Missouri, New Hampshire, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas and Wisconsin.

The following states apparently have done little or

nothing to prohibit garbage feeding: Alabama, Colorado, Delaware, Florida, Kentucky, Massachusetts, Mississippi, New Mexico, North Dakota, Oklahoma and Vermont.

So excellent has been the cooperation of True D. Morse, Under-Secretary of Agriculture, that NIMPA's board of directors yesterday authorized a telegram of appreciation to him. It was accompanied by the request that he consider the declaration of an extraordinary emergency, unless VE is quickly brought under control.

MARKED WEIGHT ON PACKAGES: It is not fair to the meat packing industry to require the marking of stencilled weight on packages at point of origin of the shipment, where the commodity is one which is likely to be subject to a great deal of shrinkage before it reaches the retail counter. When such shrinkage takes place, and the housewife sees that her package of meat weighs less than the amount stencilled on it by the packer, she immediately reaches the conclusion that the packer is dishonest.

We have been looking for some time toward a new regulation under which such stenciling would not be required where the Secretary of Agriculture certifies that the commodity in question is subject to shrinkage in transit.

We have had some cooperation on this matter from the government, and it is now being studied by some of the other meat packer associations. We hope that they will give us cordial support in getting new legislation and a new regulation that will remove this difficulty. Mr. Balestier of the Visking Corporation has given us some very valuable assistance on this matter.

COST OF FEDERAL INSPECTION: We are in the midst of another fight to prevent the \$14,000,000 cost of federal inspection from being saddled on the meat packing industry. While there is no immediate legislative threat, there is potential danger because of the extreme tightness of the budget situation in Washington. I have had more than one experience during the last few weeks when I have seen how terribly tight the Bureau of the Budget is on this matter. It seems that a mandate has been given by the President that every possible penny is to be saved.

Let me remind you that except for one year the cost of federal inspection has been borne by the federal government on the correct theory that this is a police measure for the benefit of the public health, and not a service for the benefit of the meat packing industry. In 1948, for the period of one year only, the cost of this service was paid for by the meat packing industry, but Congress quickly realized the unfairness of this and, after extensive hearings, it declared that this cost should be borne by the federal government. The House Committee on Agriculture made a report on it, reading in part as follows:

"1. The protection of the health and welfare of the



WATCH THE BIRDIE

1. J. W. Christian, vice president, Cudahy Packing Co., Omaha, and L. M. Stone, assistant to president, Tobin Packing Co., Fort Dodge, Ia.
2. Wm. C. Ostermeyer, superintendent, and Frederick D. Usinger, both of Fred Usinger, Inc., Milwaukee.
3. John Pinta, plant superintendent, and John E. Thompson, president, Reliable Packing Co., Chicago.
4. W. R. Young, purchasing agent, Field Packing Company, Owensboro, Ky., and Dan Gruber, Milwaukee Spice Mills, Milwaukee.
5. Charles E. Lee, general purchasing agent, Oscar Mayer & Co., Inc., Madison, and Conrad J. Raber, Visking Corp., Chicago.
6. Dr. W. A. Barnette and J. E. Barnette, partners, Greenwood Packing Plant, Greenwood, S.C.
7. Tom Stritzel, co-owner, Stritzel & Co., Chicago, and Harry Fine, co-owner, Isaacson Hide & Skin Co., Boston.
8. Greg Pietraszek, technical editor, *The National Provisioner*, and R. W. Unwin, assistant to the president, Reliable Packing Co., Chicago.
9. Norbert L. Hofmann, executive vice president, Hofmann Packing Co., Syracuse, N.Y., and E. T. Randolph, market editor, *The National Provisioner Daily Market Service*.
10. Oliver L. Haas, vice president, Haas-Davis Packing Co., Mobile, Ala.
11. M. J. Hess, engineering department, Wilson & Co., Chicago, and Otto Johnson, customers research, Continental Can Co., Chicago.
12. Carl T. Fischer, president, and Albert Young, plant superintendent, Henry Fischer Packing Co., Louisville.
13. Charles B. Upton, vice president, Piqua, O., and Joe C. Mellon, selling engineer, Dunedin, Fla., both of French Oil Mill Machinery Co.



George M. Powell of the Mutual Security Administration with a delegation of Dutch meat processors including Henri Roskam, Dr. Nicholass J. Koning, and Anthonius J. Van Den Berg. Second row: Herman Penteneer, Johannes M. Balvers, Dr. John Anemut and Willem P. Van Der Loo. Third row: John H. Van Der Beld, Steve Vermaes, Joseph F. Goenewoud and John B. Dinkla, all of Holland.

people of the United States is a proper function of the government.

"2. The inspection of meat and meat products to assure its purity and wholesomeness is a proper exercise of that function.

"3. Such inspection is obviously for the benefit of consumers in general—the public—rather than for the benefit of processors or producers.

"4. The cost of such inspection should be paid out of the general funds of the federal government—not only because such inspection is a proper charge against the people as a whole, but because it is the only way in which consumers can be assured of effective, uncompromising inspection in which they can have the fullest confidence."

A great many years ago another Congressional committee said that the public would not have the same confidence in the meat inspection service if it were paid for by the meat packers. In fact, the committee said that when it became known that the meat packers were paying



Virginia Little, Dorothy Ebbert, Helen Cleveland, Anne Cassella and Lillian Asmus, the NIMPA registration girls.

for the inspection service: "This fact would discredit the inspection and cast suspicion upon it."

Now, there is one phase of this matter that raises a new problem. I refer to a new clause that was introduced into the Agricultural appropriation bill two years ago. The damaging clause, which conflicts with the general policy of having the federal government bear the cost of inspection, reads as follows: "Hereafter, reimbursement may be made by any person, firm or organization for the expenses of meat inspection in excess of those which can be met from the amount appropriated for such purposes each year."

Let me add there that that raises the question of overtime. There is no more sense, gentlemen, in requiring a packer to pay for overtime than there is for regular time, because overtime is just as much for the benefit of the public as the regular time is.

What this means is that if some meat packer wants a type of inspection that is not covered by the appropriation, he may voluntarily apply for it and offer to pay for it. One of the points that is now being made against us is that quite a number of meat packers, including some of our own members, have voluntarily asked for inspection beyond the amount of the appropriation.

We told the Congressional committee that this clause should be eliminated and that the whole cost of federal inspection should be borne by the government in order to avoid inconsistency. We also told the committee that this is no time, when both cattle prices and meat prices are falling, and when our whole industry is threatened with vesicular exanthema, to saddle an additional burden upon our industry.

It is too bad that we have to make this fight every year, but it comes every year as surely as the springtime.

In closing, let me say that I am optimistic regarding the period ahead of us. At least we are free from price controls. Even if the President gets standby control power, it is a power which I am positive he will be hesitant to use. So we have a period of freedom ahead of us. As one of our leading members said, "At least we can go to a Chicago convention without fearing that some of our men will be in jail because OPS discovered one of them made a mistake."

It will not be a period free from problems, but at least it will be a period without the regimentation of price control. Furthermore, our business happens to be one where the processors are supplying an essential food product, and supplying it to an ever-growing population. That being so, and since the market place will be the judge, we shall at least have an opportunity to make a living in a free market. I know that most of our members feel that that opportunity and that kind of freedom are even more valuable than big profit margins. NIMPA members are willing to take their chance on profits if they can have freedom, which is something other parts of the world would like to have. We can thank God and some red-blooded ancestors for the freedom that we now have.

My prayer for NIMPA is that it will always have the courage to fight against the things which threaten to destroy what all of us consider a precious heritage, and especially to fight communism, fascism, socialism, big government and regimentation.

Driver-Salesmen— Partners in Profit

J. O. Vaughn



I AM NOT much on speaking; I am more on the profiting.

I have an idea or two that I would like to try to convey to you folks today. It may work in your company and it may not. It has worked in ours.

One idea is the use of the driver-salesman for greater profits, better service, more satisfaction in our sales, less returns and a higher percentage of net profit.

We have started the driver-salesman system. I am sure some of you know a lot more about it than I. We have experimented with it for a year and a half; I'd say this, it takes some time to work it out, but it's one of the greatest things that we have. We like it; we are going to keep it and enlarge on it.

The things that we think put it over are these items: You can give your merchant better service-on-the-spot selling with loaded refrigerator trucks of pork and all types of lunch meats. The salesman calls on the merchant and if the merchant is out of a product and needs it, the driver has it on the truck. If the merchant doesn't need it until tomorrow, the salesman takes the order for tomorrow and delivers it then.

We find this: the system has eliminated quite a bit of our competition to the extent they are not giving the average retail merchant much service. Too many packers feel as though the merchants have to buy from them. Well, they don't. There happen to be 35 packers calling on Oklahoma City, which has a population of 300,000 people. Therefore, we feel that the merchants—and I have visited several myself—are very happy with the service.

The system has done this; it has reduced the cost of our selling, collecting and delivering because we have one man who looks after the whole operation. He loads

the product on his truck, takes off down through the country or city and calls on from 40 to 50 accounts a day and is back in at 6 p.m. Around 65 to 75 per cent of sales are for cash. That money is turned in that night.

The truck goes into operation again next morning at

The stock turnover is one angle that we like very much. It has enabled us to expand our operations without any more investment, excluding the truck. You can see your investment working every day, and not out on somebody's books.

The interest the retail merchant has shown is wonderful. He seems to appreciate that our salesman is taking more interest in him, helping him with his percentage of markup, and helping him adjust his prices to the point where he can move more merchandise, and in turn, increase his volume and increase our sales and his.

You have better control of the retailer's stock when the salesman checks with the merchant. A lot of them turn the stock over to him and say, "Why don't you look after it like the bread man? If I need macaroni loaf, pickle loaf, salami—whatever it is—you take care of it."

This attitude has enabled my salesmen to keep fresher stock in the dealer's cooler. It is no use leaving him items that he doesn't need because that will only increase your pickup.

Therefore, we have a real interest in our retail merchant and in turn, it gets us more business. We make our displays; if we have two products we want to merchandise we go in and ask him if he minds if we make a new display of wieners, franks or whatever it may be. He believes—and he is right—that we are taking an interest in building his sales. Therefore, it's another increase in good will.

We consider our driver-salesman to be our partner. We



PERSONALITIES

1. Thos. P. Kelly, superintendent, and Kevin Barry, packaging foreman, Moriarty Meat Co., Chicago, and E. L. Kuester, Kuester Brokerage Co., Detroit.
2. N. Herman, Herman Brothers, Philadelphia.
3. Joel F. Robertson, jr., R. L. Zeigler, Inc.; P. D. Bartholomew, Griffith Laboratories, and W. P. Brown, R. L. Zeigler, Bessemer, Ala.
4. Henry and Floris Rottersman, Advance Oven Co., St. Louis, and Harry Mills, guest.
5. Harry L. Sparks, H. L. Sparks & Co., National Stock Yards, Ill.; F. G. Ketner, Eastern Order Buying Co., Columbus, O., and C. J. Renard, Kennett-Murray & Co., Indianapolis.
6. Dick DeWitt, Zeeland Poultry Co., Zeeland, Mich., with Leon Frey and Joseph H. Mueller, National Food Stores, Inc.
7. Giles Williams, Great Lakes By-Products Co., Chicago, and J. E. Nelson, Central Feed Supply Co., Chicago.
8. Charles F. Mayer, president, and W. E. Borchers, H. J. Mayer & Sons Co., Inc., Chicago.
9. Preston Stowell, Food Management, Inc., Cincinnati; Robert Elpers and Walter R. Emge, both of Emge Packing Co., Fort Branch, Ind.
10. Dan Tempestini, C. M. Detrick and C. J. Zellers, Armour and Company, Chicago.
11. Milburn Cross and H. G. Booth, Peoria Union Stockyards Co., Peoria, Ill.
12. L. W. Weston and B. Anderson, both industrial engineers, Armour and Company, Chicago, and C. E. Powell, Tanners Hide Bureau, Chicago.

J. O. Vaughn, Oklahoma City Packing Co., has gained a reputation as a specialist in merchandising. One theory which he advocates as a "long-range" means of making selling easier is more effective use of driver-salesmen.

work with him on a partnership basis on the sales that he makes. We call it a fifty-fifty proposition. Therefore, if he doesn't get in until 9 p.m., he is working for himself—we just happen to be a partner. If he gets in at 3 o'clock in the afternoon, we are still his partner. As his sales go up his profits go up. If his sales go down and there is no profit, we can't pay.

We have followed the theory of hiring young fellows who have had no experience in the packinghouse selling business. I haven't had a lot, but I certainly don't want a salesman who knows any more than I do, or he should be the sales manager. We take a fellow from 25 to 30 years old, who has been a butcher for a year or two, who has a nice personality and wants to make some money. If he has that desire, we are ready to hire him.

We take that man and train him for two weeks on how to sell meat packing products. Then we put him on a route and let him work with another salesman for a week. If we feel that he is qualified to go out and sell the merchandise he starts the fifth week. We work him in the plant for one full week. Therefore, he knows our troubles in the plant. He knows that it is not simply a matter of calling up and the merchandise is ready. He knows the problems we have and cooperates with us and we cooperate with him.

We run local surveys of what our consuming public likes. We have worked through the method of going to the retail merchant and asking him to try a product. The driver-salesman can keep a record and turn it in to us very quickly to show whether or not this merchandise is moving.

After all, we want to make what the public wants and to serve customers the best way we know how. If they are happy and tell their friends about us, we will increase our sales.

I feel that the customers are the ones who keep us going. I wouldn't be here today if it weren't for my customers; they are entirely responsible for my trip. If I can do anything in any shape or form to help our customers, that will help me. Without the customer there would be no meat packing plants. I believe that if more of us would take more interest in our customers, and less in ourselves, we would have better sales, higher profits, and more success with our employes who should be our customers. You'd be surprised, I imagine, to know how many of your own employes don't buy your products and don't ask for them in the neighborhood grocery stores. Why? Because nobody has ever worked on them. We ignored them. Maybe somebody else has, and that is who they are interested in—some one who is interested in them.

I do believe that we can increase meat consumption terrifically through the driver-salesman method.

Some of you may say, "Well, it's hard to work out." It is. I will grant you that there are a lot of problems in it. It's not very easy, but it's good. I never did find anything very good that came very easy. The main thing that I want to get over to you is that I feel that it is more or less a profit-sharing basis for the salesman. He knows

his costs. The more he gets above his costs, the more he makes. If he sells under his costs, he gets nothing and we get nothing. I do feel that it's the answer to meat packers for working more customers with less overhead, increasing their sales, and in turn, increasing their profits.

There is one point that I did fail to bring up. A lot of you will have different ideas. In our part of the country it is very hot during the summer; in July and August it's about 110° in the shade. It's surprising, but we do not have as much pork come back as we did when we had one man deliver the meat and one man sell it. Then, the employe who should have delivered the meat stayed in the coffee shop. These driver-salesmen work because they get paid for it.

I believe the driver-salesman system is a wonderful merchandising method for most independent meat packers. I would like to know more about it and I am going to learn more.

WILBUR LA ROE: May I ask Mr. Vaughn to clarify the basis on which these men are paid?

J. O. VAUGHN: That is a subject on which several of you will have different ideas. We have our cost of our product, and when we say cost we mean it is calculated delivered to the grocery store by the salesman. We show him the percentage of profit we want. Then, in turn, we show him his per cent of that profit if he arrives at our figure. If he arrives at a lesser figure, his share of the profit goes down. If he arrives at a higher figure, his share of the profit goes up 50 per cent.

WILBUR LA ROE: The more profit you make, the better pay he gets?

J. O. VAUGHN: Right. Are there any other questions?

ROBERT G. REDFERN: How do you maintain your accounts? Under a control system?

J. O. VAUGHN: We have what we call a driver sheet. Each driver has a big, long sheet with all of our products on it. He comes in every night and turns in his order for his next day. It is charged out to him at the price on which both of us have agreed. Anything under that comes off of him. On anything over that sheet, he gets his share. Every day we have a sheet on each driver. Our country drivers come in only twice a week. We have two sheets a week on them, with their inventory entered Monday, and we figure their profit or loss weekly.



C. H. and Mrs. Henslee; Paul and Mrs. Glynn of Welsh Packing Co., Springfield, Mo., and Mrs. and T. W. Diggs, partner, Rader Packing Co., Columbia, Mo.



Panel on Prepackaging

Chris Finkbeiner
Moderator

CHAIRMAN C. E. FINKBEINER: The subject for discussion is a very interesting one in the meat business. One reason I like to moderate it is because I could argue on either side, and I think I could win both ways.

The general idea of this meeting is to bring out all of the facts that we are able to glean on the problem that we have before us.

Without further ado, I'd like to introduce the first man on our panel, N. L. Chaplicki of National Tea Co., to give you a little something to think about.

N. L. CHAPLICKI: My part in this session is to speak for the retailer, and as a retailer, to speak for Mrs. Consumer—the real boss of this or any other part of the food industry.

Does Mrs. Consumer want to buy meat prepackaged? She certainly does, as operators of over 7,000 complete self-service meat markets will tell you. These 7,000 meat markets compose 13 per cent of the markets in the United States, and do 20 per cent of the total meat business.

The changeover from service to self-service meat operation has been the fastest switch from one type of retailing method to another ever known in the food or in any other business.

The changeover is not cheap as it costs approximately \$9,000 or more to install a complete self-service meat department. In cost of operation a self-service department has no advantage over a service operation. Therefore, the rapid changeover did not occur because it is more economical.

The reason for the rapid growth in complete self-service meat operation is simply because the vast majority of Mrs. Consumers like to buy their meat in packages when it is made available. Mrs. Consumer likes the convenience self-service offers—no waiting in peak shopping periods. She makes her own selection from a variety of

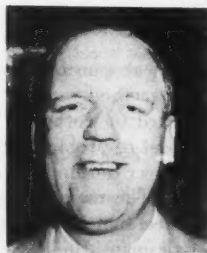
various sized retail cuts of meat. She knows readily the number of servings, and the total cost of the package of meat she selects.

Is she interested in brand name meat? Of course she is. Just as much as she is interested in brand name hams, bacon, the clothes she wears, or the many other things that she buys for her home. Mrs. Consumer prefers brand name meat that is completely prepared, ready-to-cook and packaged.

You might ask why I'm so sure Mrs. Consumer wants prepackaged meat. Let's check the progress of other packaged meat department items. What has the sausage packer got—the progressive sausage packer? What has the poultry packer got—the progressive poultry packer? What has the seafood packer got—and I might add, the progressive food packer?

During the past five year the sausage, poultry and the seafood packers have made great strides in prepackaging ready-to-serve and ready-to-cook items. Top management of many companies five years ago refused to recognize the trend toward prepackaging. As some of them put it, "We could not see putting our product in little packages."

Today, we know some of these companies are trying



Chris E. Finkbeiner, president of the Little Rock Packing Co., who led the panel on prepackaging, is known for his receptiveness to new ideas and also for his willingness to consider both sides of a question.

hard to interest retailers in prepackaged items, and find they have missed the boat. These sausage, poultry and seafood packers are learning that their competitors who were willing to listen to requirements of the more progressive retailers, and willing to provide them with a complete line of prepackaged merchandise, are now firmly entrenched with their retail customers. They have established brand preference with the retailers' customers to the point where the retailer is hesitant to take on any substitute or additional lines under another brand.

In other words, a consumer franchise has been established by many of the sausage, poultry and seafood packers, which even though some of these companies were small and somewhat obscure at the time, has provided a point of sales preference at the local level that not even the biggest and best known packers and processors have been able to penetrate.

We must face it. This is an age of speed and convenience. Mrs. Consumer wants to get out of the kitchen. She wants food, meat, fish, vegetables and poultry in a package, and she wants that package identified with the brand name. She knows that when a company places its name on the package, the quality is usually better and will be uniform with every purchase because of the investment and pride packers have in their own brand name.

Who should do this packaging? Retail meat department wages now cost 3c to 6c per minute. There is no way for the retailer to establish production line schedules, as can be set up in the packing plant, to control and lower the cost per pound of producing, preparing and packaging meat. Therefore, it is not only logical, but practical to believe that the preparation and packaging of meats must eventually be done in the packing plants.

Packers should review their present method of wrapping and packing meats, with the idea of doing a complete, rather than an inadequate preparation job.

At present the cost of many meat items is absorbing two wrapping costs—one in the packing plant and the other in the retail store. Both costs are passed on to Mrs. Consumer in the retail price.

For example, cellophane-wrapped smoked picnics usually require complete rewrapping when they reach the meat market. The ham or bacon wrapper is thrown away when the retailer cuts and prepares the ham or bacon for resale. These wrappers are costly, and labor to put them on the product is costly, yet a double job is done as the retailer must re-wrap these items at higher cost than the original cost to the packer. If the packer would do a complete job, and the retailer would only have the price to sell, there is a good possibility that the total cost which



N. L. Chaplicki, National Tea Co., is well-equipped to discuss prepackaging from the viewpoint of the ultimate purchaser. His ideas on the likes and dislikes of Mrs. Consumer are worthy of consideration by meat packers.

the packer and the retailer are now placing on this meat could be lowered, and Mrs. Consumer would benefit by it.

CHAIRMAN C. E. FINKBEINER: Gentlemen, in starting any conversation of this type, or trying to start any meeting of this type, first you want to see if there is a demand for what you are going to talk about. Now, there is definitely a demand for prepackaged meats and particularly lunch meats.

The subject has been discussed and well placed before you that this demand is present. Another question is, who is going to do it? That has also been more or less discussed and placed before you.

The next speaker will talk about some of the methods. Then we will all get together and decide about the methods and who should perform them. The next speaker is E. H. Nicholson of the U. S. Slicing Machine Co.

E. H. NICHOLSON: Having been preceded by a distinguished retailer and been introduced by an outstanding packer, I, as a representative of the manufacturers' equipment used in this process, find myself in the middle. I am very proud to have been asked up here this afternoon, and particularly proud of being able to represent the equipment manufacturers. I am sure that there are a number of us who are eager to serve your industry and the retailer as well.

Since we don't expect you are going to be confidential with us and tell us at all times what you are up against or what you are planning, it is necessary for us to try to anticipate trends and the directions in which things are moving. Then, we too can anticipate your needs in equip-

LEFT: In front are, H. W. Tohtz, R. W. Tohtz & Co., St. Louis, and Alvin A. Schaffner of Preservaline. Back row, Ben Miller, Harry S. Paes, Charles Warmbold, Martin J. Ryan, jr., and H. R. Kenyon, all of Preservaline Mfg. Co., Flemington, N. J.

RIGHT: In front are, George Charniga, Vac-Tie Fasteners, Inc.; Gregory Gualtiere, and John F. Mottley, Hercules Fastener Co. Back row: Harry Maurer of Hercules; Frank L. Charniga of Vac-Tie; Joseph J. Frank, president, and William Beltley, Hercules Fasteners, Inc., all of Elizabeth, N. J.





E. H. Nicholson represented the slicing machine industry in the prepackaging forum. Well-known to meat packers, Nicholson has charge of distribution of heavy duty packinghouse equipment for U. S. Slicing Machine Co., La Porte, Ind.

ment. Otherwise, what you need may be two or three years away.

It takes time to engineer in the process of manufacturing the first machine, so what we do in the production of equipment for you people is, to some extent, presumption. Thus if I get a little bit off-base in discussing the needs of packers and retailers, it is because I am not too well informed as to what you may need.

I believe that Mr. Chaplicki outlined very well why self-service is here to stay. I believe if you approach this problem from a logical point of view, we can agree on at least four major principles. One would be that self-service is here to stay. Second, that nearly all foodstuffs will be sold at self-service. Three, that a prerequisite to self-service sale is prepackaging, and fourth, that the prerequisite for certain sausage items is slicing.

Then our conclusion would be that certain sausage

items sold at self-service must be sliced and packaged.

Confronting the packaging industry and the retailer is the question: "Who shall do this job?" Today we have four people who are attempting to do it, and they are all doing a good job in their respective spheres. A lot of you packers are doing it; you have done it for a long time on certain items. Then we have the jobbers and wholesalers. A lot of them are buying a product and then slicing it and packaging it to make it available for self-service sale. Then you have the central packaging plants of large chain operators who are responsible for the packaging of a tremendous amount of your sausage output. Then, of course, you still have a lot of slicing and packaging being done at the retail level. The question is: "Who gets the hot penny?"

I guess it was Patrick Henry who said he had no light to guide his footsteps into the future except the lamp of experience. A lot of us are tempted to try to find a comparison between luncheon meats and sausage and other products, and one of the first things we think of is bacon. Of course, bacon has been sold successfully at self-service. It has been pre-packaged by the packer for many years. We know that, and a lot of us are thinking that perhaps luncheon meats will go the same way.

There are a lot of factors which indicate that this is not quite the case. Thanks to one of our good publications, I have these figures: During 1952, the production of all slicing varieties of sausage was 713,981,000 pounds, whereas bacon actually sliced in 1952 was 817,431,000 pounds, or over a hundred million pounds more bacon than luncheon meat was produced.

Now, I am sure you all agree that in the slicing and packaging of bacon, you don't have too many problems. You have maybe two or three different ways and two or three different grades, but when you get into this business of slicing and packaging luncheon meats, you are going to have to have a full line and do the job. You are going to find that your production is spread over as many as 30 different items.

I have here a display of labels by one of our good people in the industry. On this showing, if you get into it far enough, you can see that you will have the opportunity to package 30 different kinds of luncheon meat. That is a far cry from what you are doing with bacon.

Another point is that this volume of sausage products and luncheon meat, which is less than bacon, is produced by a great many more people than are producing bacon. To get back to the figures, for which I am also indebted to the NP publications, in the United States in commercial meat packing today are 2,343 firms. In addition, their records show that there are 982 sausage makers who are contributing to the volume of sausage—most of whom don't make bacon. So, again, you have your basis on luncheon meats spread out over a much wider area.

We, in the manufacture of equipment, have this to be concerned about: Is there going to be enough volume on any one kind of luncheon meat to require fully automatic single-purpose machines such as you have for bacon?

What do we have? We have rounds and squares and ovals. We have products which are in natural casings and in artificial casings. We have certain products which can be sliced at high speeds and others that can't. The delicate

MORE PREPACKAGING on page 85.



TOP: Hans Valentiner, Mrs. and Meinhardt Nissen, superintendent, Matthieson Sausage Co., DeWitt, Ia.; Fritz Bernegger, president, Quality Packing House, New London, Wis., and Peter Matthiesen, president, Matthieson Sausage Co.

BOTTOM: Mrs. Dom Fracchia, secretary; Dom Fracchia, vice president; Robert N. Slagle, president, and Mrs. Robert N. Slagle, treasurer, Slagles Packing Co., Kittanning, Pa.



LEFT: Milford H. Cain, president, Cainco, Inc., Chicago; Harrison Jones, Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich., and Mrs. and C. V. Teeters, Teeters Packing Co., Columbus, Ohio.



RIGHT TOP: Lester I. Norton, president, THE NATIONAL PROVISIONER; F. D. Cummings, company manager, Zenith Meat Co., Oakland, Cal.; C. F. Reithe, plant manager, Zenith Meat Co., Wilmington, Del., and R. T. Lewis, general manager, Zenith Meat Co., Wichita.

CENTER: R. C. Kamm, St. Louis National Stock Yards, National Stock Yards, Ill.; Murray Watkins, Watkins-Potts, National Stock Yards, Ill., and John E. Lebew, Pennsylvania Railroad Co., Richmond, Ind.

RIGHT BOTTOM: Samuel Romm, Goldis and Cross, Philadelphia; Murray Schneider, Dukeland Packing Co., Baltimore, and Sam Portney, J. Spevak & Co., Baltimore.



products must be handled slowly and gently.

We would like to know the answers, gentlemen. If we don't have the proper kind of equipment, we want to know what we should furnish. However, frankly, we are still waiting for the answer. So far we don't see where it is possible in the sausage business to standardize to a point where everything can come out in exact measurements or exact sizes so you don't have great variety and modifications in packages and sizes.

We equipment manufacturers are constantly approached by the packers who tell us, "Our customer so-and-so wants to put four slices in a package. This one wants to put in six. This one wants a slice which is only so thick. The other one wants a thicker slice. I am interested in making a package which contains four different kinds of luncheon meat. I want a variety; I want a smorgasbord package."

Such product units do not lend themselves to automatic and mechanical handling. As I see it, and as others in the industry see it, you are going to have to keep yourselves flexible. As Mr. Chaplicki said, if you are going to get into this thing, you are going to have to have a full line, so keep that in mind in your consideration of equipment.

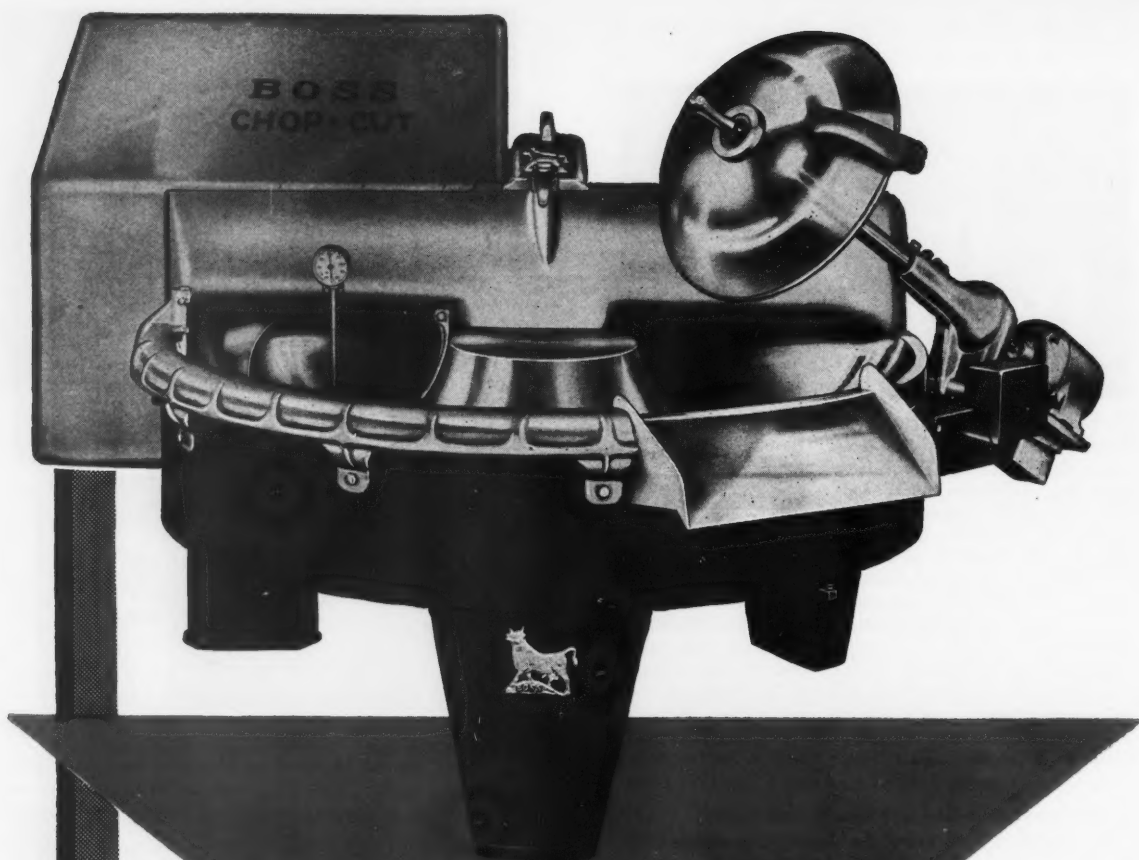
There is one other thing I might mention. If you packers are going to get into prepackaging you are going to have to do it, as Mr. Chaplicki has said, under the terms the housewife will dictate to you. First of all, she wants freshly sliced and packaged products. Second, she is going to demand a variety of products. Third, she wants a variety of package sizes. Fourth, she wants a variety of slice thicknesses, and fifth, you are going to have to supply the products to her at a price she is willing to pay.

It is hard for me to stand up here and keep this thing on a general basis, which I am compelled to do since we equipment people strive to serve your industry as a whole, while I am sure your problems are all local ones. In the final analysis you are going to find that the sausage business is pretty much a localized affair. I am not so old but what I can still remember back in my old home town when the meat market made sausage in the back of the store. There are still a lot of small sausage people today, and a lot of the big people today got their start in sausage. I think we must remember that sausage is primarily a small business proposition. Second, we must not forget that sausage is a traditional food and is not subject to the same mass production techniques which you employ for some other items. We still have many items which were carried to us from the old country—salami and braunschweiger—you know what I mean. When you start losing traditional qualities in your products in favor of mass production, where are you? You have lost a lot of the appeal of sausage. For that reason, in our experience it seems to us that the packer who is doing the best job in slicing and packaging his luncheon meat is the fellow who is serving a more or less localized area. He is able to give rapid service to the point where the products can hit the self-service case while they are still fresh.

Yesterday in our booth, I heard one of the most progressive and young packers say, "I don't slice a thing today except products for which I have orders." He can do a good job on that basis. He can get his specialties into that case fresh—and that is the way the housewife wants them.

Eventually you are going to find that the competition of labor on a localized basis, is going to require that you get your costs down.

About three weeks ago I was in Houston, Texas, and



THIS SAUSAGE MEAT CUTTER

also cuts costs



A little more than two years ago we announced a new silent cutter, "BOSS" CHOP-CUT, which uses a straight, double blade, double edge knife and cuts with the cool chopping stroke of a cleaver as distinguished from the frictional, draw-cut stroke of a butcher knife.

At that time we sold a number of these machines and we have installed many more in the intervening period.

Now, thanks to the unselfish cooperation of CHOP-CUT users, we are

able to offer unassailable proof of the machine's cooler cut, more homogeneous product, and greater capacity.

Your interest in producing the finest possible product . . . at a profit . . . will be well served by your request for our free Bulletin No. CC-492 which presents CHOP-CUT data in detail. Write now!

Inquiries from the Chicago area should be addressed to The Cincinnati Butchers' Supply Company, 824 West Exchange Avenue, Chicago 9, Ill.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

I had an opportunity to talk to an enterprising young man who was opening a business and wanted to buy some equipment. I said, "What do you want it for?" He said he was going to slice sausage.

I said, "Are you going to make it in your own plant?" He said, "No, I have found a fancy line of sausage from Wisconsin, and I am going to ship it to Houston. By making the inexpensive type of wrap that I can use, and employing the 75c labor that I can hire in Houston, I know that nobody can make as attractive a package in Chicago or Wisconsin and ship it down here and match my price."

This is another indication that it is a local business, and there is more evidence in the fact that it is being done by good packers in branch houses. That is the way it appears to us. With bread, you have a continuous automatic process in which you put in flour and water at one end and the wrapped loaves come out the other. That isn't going to happen here, so don't think of the job in terms of bread. We believe we have a lot of problems. We know you have. If you will get them across to us, we will do our best to work with you.

CHAIRMAN C. E. FINKBEINER: As you gentlemen listen to these men talk, I can see different expressions on your faces.

One reason I am on this program is the trip that I made. I am going to lay it on the line and tell you about that trip. I am going to name names, products and machines. I am going to say something good about them. I am going to say something about them that is bad, and I am going to tell you what I think about the packaging that the packers should do.

I am no expert on this subject and neither is anybody else. And if you think anybody else is, just talk with them for two minutes and you'll see that they are not. I am not casting any aspersions at anyone.

A gambler always sticks with the facts. You say that people gamble, but a guy who books the horses doesn't take bet or bet money on a horse bearing his wife's first name. You and I will do that in horse races, but a gambler looks at the facts and lays them down. Then he starts putting out his money. It's a pretty good way to do things.

Let's look at the facts. Let's put two columns down—advantages and disadvantages—and look at them. I have been making notes up here while these men were talking and I have two columns: advantages and disadvantages.

I made my trip because a chain operation in Little Rock asked us to slice luncheon meats for them. We have the finest packinghouse in Arkansas and we appreciated the compliment that they would ask us to do that. Naturally, whatever the customer wants is what you must do sooner or later, so you might as well do it right away.

I first flew to Baltimore. Is Mr. Goetze in the audience? I haven't checked with him, but I am sure he wouldn't mind me talking about him. Mr. Goetze is in the business of slicing luncheon meats on a large scale. He has an operation that would interest you if you were to walk into it. I can't say it's the biggest in the country, but I can say it is the biggest one I have seen.

What is he using? He is using Flex-Vac equipment. The loaves are set up just like he wants them and brought right out to the slicing line. He has a battery of 10, 12 or maybe 14 U. S. slicers, and he has a girl at the end of



1. Frank DeRosa, Mrs. and Mr. Edmund Buchy of Chas. G. Buchy Packing Co., Greenville, and Leonard Knuchel, Heller Company, Cleveland, Ohio.

2. Harry S. Moore, president, Boher & Moore Packing Co., Wapakoneta; Ted Brown, Preservaline Manufacturing Co., Flemington, N. J.; H. G. Reedy, Schwenger-Klein, Inc., Indianapolis, and Wilhelm Winter, vice president, Boher & Moore Packing Co., Wapakoneta, Ohio.

3. Don Beasley, Max E. Richards, Fred Wilcox and Ray Townsend, president, Townsend Engineering Co., Des Moines, Iowa.

4. Mr. and Mrs. Sam Reinstein, Joe Lengel and Henry Schwartz, Lengels Meat Packing Co., Toledo, Ohio.

each slicer weighing the product. It all comes off to a conveyor and then goes down to the Flex-Vac operation.

To my mind, one of the advantages of Flex-Vac is that it definitely does away with one of your biggest problems—perishability and returns. There aren't any

BACON PROCESSING by PRESCO HYDROJET Curing Brine Infusion



U.S. PAT.
NO. 2466772

NOTE THESE REVOLUTIONARY FEATURES

SIMPLE OPERATION — One easy manual operation is all that's needed. THE PRESCO HYDROJET automatically does all the rest.

UNIFORM CURING — Brine is injected rapidly through 66 stainless steel needles, assuring uniform diffusion.

RAPID TURNOVER — Pork bellies are processed fast, cutting storage, handling and operating costs way down.

HIGH PRODUCTION — Six or more pork bellies

can be completely infused in a minute — more than 300 an hour by one operator.

RUGGED CONSTRUCTION — Stainless steel and tough plastic materials are durable and easily cleaned.

LOW MAINTENANCE — Few parts subject to wear, breakage or maladjustment. Service requirements are simply and easily handled by operating personnel.

LOW COST — Designed and engineered to be a moderately-priced investment for processors both large and small.

The PRESCO HYDROJET is manufactured and sold only by

PRESCO PRODUCTS

Flemington, New Jersey

PRESCO FLASH CURE

For the Complete Processing of Bacon

in 12 HOURS

... when used with PRESCO HYDROJET for infusion of properly chilled fresh pork bellies

- ★ With THE PRESCO HYDROJET, bacon processors can reduce normal curing time under refrigeration to about 48 hours when conventional curing materials are used.
- ★ But by using PRESCO FLASH CURE in conjunction with THE PRESCO HYDROJET, this entire curing period can be eliminated ...

- ★ Refrigerated space is required only for chilling
- ★ No need for expensive curing boxes
- ★ No box or truck moving or cleaning
- ★ Sharp reduction in labor and handling costs
- ★ Immediate turnover in investment
- ★ Excellent color, flavor and holding qualities

**PRESCO FLASH CURE is manufactured and sold only by
PRESERVLINE MANUFACTURING COMPANY
Flemington, New Jersey**



Seated representatives of Wm. J. Stange Co. are Bruce Durling, vice president; Bill Durling, president; Ron Wright, Toronto, and Tubby Wood. Standing: Ken Koepke, advertising manager; George Foster, Earl Anderson, all of Wm. J. Stange Co., and Frank Pemberton, Toronto, and Alan Duckett, Stange Pemberton Ltd. Montreal.

returns if the product is properly handled from the time it is sliced, packaged and shipped.

Another very definite advantage lies in the freedom from inventory limitations. You can build up an inventory and it will remain good. Your retailer has no inventory problem because he can buy what he wants and if it is raining like hell on Saturday and the folks don't come out and shop, he can sell it Monday and Tuesday and the next Saturday.

These are advantages and I am sure that there are more. What are some of the disadvantages? A very definite drawback has been mentioned—the housewife wants a fresh-sliced product and a vacuum pack is not a fresh-sliced product.

What is another disadvantage? When you break vacuum and eat the meat, it is all right, but if you leave some of it in the icebox for a day or so, you obtain the same results you do with a cheese package that has been sliced and shelved.

In talking about packaging, the first thing that comes to your mind is bread. If you eat a half a loaf and then



James F. Costello, Wilson & Co.; G. W. Koch, plant superintendent, Republic Food Products Co., Dr. O. W. Seher, inspector in charge of Chicago MID, and E. T. Clair, president, Republic Food Products Co., all of Chicago; Dr. A. R. Miller, chief, Meat Inspection Division, Washington, and A. M. Lindsley, Wilson & Co., Chicago.

throw the other half away, you're not hurt badly. You cannot compare sliced bacon with luncheon meats because sliced bacon, for some reason, can be sold even though the color is lost. If you don't believe it, all you have got to do is to look at some of it.

They put cheese in small packages. I don't know the present price of cheese, but after it has been held for a few days you usually want to throw it away anyway. When you talk about sliced luncheon meats, you are talking about 53c or 63c a pound items. You don't just throw that away because you would be throwing a big part of your budget away.

I have mentioned some advantages and disadvantages of one type of package. Can a product so packaged overcome the disadvantages? In some markets it is doing it and is very acceptable.

Another disadvantage of the package, laying it on the line, is that it lacks attractive appearance. A final drawback is relatively high cost.

Klarer Provision Co. is going at it from the angle of a fresh product. The wrapping of fresh products can be done in two ways. It can be done by slicing the merchandise and wrapping it with cellophane and then applying one of these sealers. Another method is to put it in a box. I'll get to that a little later.

What are the advantages of the method by which Mr. Broecker of Klarer is doing it? You can almost turn the advantages of the previously-mentioned method and put them as the disadvantages and take the disadvantages and put them on the other side. The problem of returns comes up in handling fresh merchandise because returned product is one of your costs of doing business. When it is returned merchandise in the form of sliced luncheon meat with cellophane and everything on it, it is very expensive. It has already been said that to furnish sliced luncheon meats to an area you must be very close to the people that you supply. Therefore, to supply fresh luncheon meats, for example, to 56 chain stores throughout the state of Arkansas would necessitate two deliveries a week in spots where you don't go two times now. It would possibly mean a lot of trouble for you.

In handling fresh-sliced meats, freshness is sometimes a disadvantage, but it is also an advantage. You do have a distribution problem you don't have with the vacuum pack.

A box is what I am going to work with now. One advantage of it is that it is stable—no re-wraps. You can put the product in and you have the same package every single time.

The disadvantage is the same as for the wraps; the product is fresh and you must watch it closely.

If you are thinking about doing any prepackaging of luncheon meats, in my opinion you should check your territory for the potential that is there. You must definitely keep in mind the number of stomachs that you are going to shoot at because you have to get a volume of business that will justify your investment.

What about cost? In the cost of prepacking luncheon meats you should definitely include the wrapping materials and equipment, advertising, laundry, extra help, rent, depreciation, manager's salary, wages, heat and power, water, licenses, taxes, insurance, slicing losses and spoiled products. That list of items was furnished me by the Flechtner Bros. Company. The costs that I have before

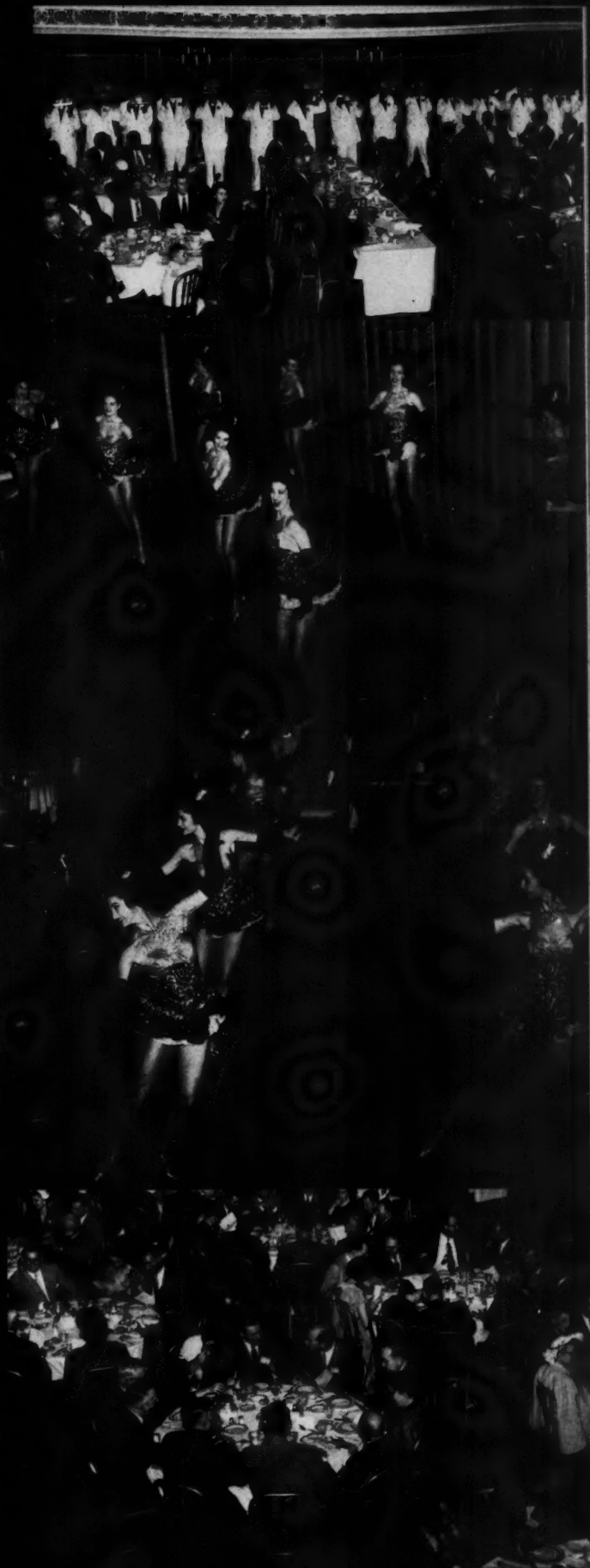


A Delightful Evening

NIMPA'S dinner-dance was all pleasure—from the delectable meal featuring Prime Ribs of Beef to the last "moonlight" dance. After two days of listening to speeches, conventioners were ready to be entertained.

The evening got off to a gay start as various state songs were played and natives of those states stood and applauded. Then there was ample opportunity for dancing to Lew Diamond's orchestra.

The floor show, the current billing of the Palmer House's famed Empire Room, included Kitty Kallen (above), "America's Sunburst of Song"; Nip Nelson, impressionist; Johnnie Bachemin (below), pianist humorist and dancer, and the lovely Merriel Abbott dancers.





PROTECTION for your product

Packaging by **DANIELS** has "two way" product protection.

We have a wide choice of wrapping material.

One of them will give your product
the best protective covering for marketing.

DANIELS packaging is designed handsomely.

Their appearance protects the good name
of your product.



We invite Inquiries

Daniels

RHINELANDER, WISCONSIN

There is a **DANIELS** product to fit your needs, printed in sheets and rolls... transparent glassine • snowdrift glassine • superkleer transparent glassine • lard pak • bacon pak • ham pak grease-proof • sylvania cellophane • laminated papers • special "Heat-Seal" papers.

PREFERRED PACKAGING SERVICE

SALES OFFICES: Rhinelander, Wisconsin
Chicago, Illinois . . Philadelphia, Pennsylvania . . Akron, Ohio
Denver, Colorado . . Dallas, Texas . . Los Angeles, California

creators • designers • multicolor printers



LEFT: Mrs. Seymour Goldberg, United Butchers' Supply, Toledo; M. C. Petrovich, secretary, Galat Packing Co., Akron, Ohio; M. D. Hibbs, H. G. Clark Provision Co., Denison, Ohio, and Seymour Goldberg, United Butchers' Supply. CENTER: Jim Woods, Eli Lilly & Co., Indianapolis. RIGHT: Al Turner, D. Porcelli, Mrs. A. C. Smith, and Bill Dyn of Kearns & Smith Spice Co., Chicago.

me go anywhere from 8.65c up to 19c a pound for packaging. Where you lie in there depends on the equipment you use and the volume that you do.

Now, let us talk a little bit more about prepackaging in general. What is the advantage of prepackaging? You obtain a definite advantage in that it takes your brand name to the housewife, which you ordinarily don't have the privilege of doing. If I were to give one reason why the frankfurter business grew so fast, I would credit the fact that you take your brand name to the housewife. We are using a little band around our frankfurter, and we make it a good one, and consumers know it, and they call for it.

What has happened? Five, six or seven years ago the Bologna business was the backbone of every sausage kitchen. If you are not doing as much, or more frankfurter business now in your sausage kitchen than you are doing Bologna business, you better get the lead out of your britches, because it's there.

LEFT: R. C. Theurer, president, Theurer-Norton Provision Co., Cleveland; H. F. Ruffer, general superintendent, Lugbill Bros., Inc., Archbold, O., and F. W. Griffith, vice president, Griffith Laboratories, Inc., Newark.

CENTER: C. W. Reynolds, Eastern representative, THE NATIONAL PROVISIONER, and A. A. Hess, Continental Electric Co., Chicago.

RIGHT: Fred Dykhuizen, president, Dixie Packing Co.; W. C. Faulkner, Columbus Packing Co., Columbus, Miss. and J. B. Hawkins general manager, Lykes Bros., Inc., Tampa, Fla.



Another thing you want to be careful about is this: You have heavy, medium, and light sausage—heavy is your Bologna, medium, your loaves, and light, your franks and smoke links, etc. If you want to control your cost factor in your sausage kitchen, you had better not let that frankfurter business get too far over your Bologna business. You must have both of those lines somewhere in proper ratio to offset your cost.

I just throw that in on the side. I am sure you knew it, anyway. The reason I throw it in is because I found it out the hard way. The hard way is when you lose a dollar.

I'd like to turn this program into one of asking questions. I'd like to ask John Bonini to come up here.

JOHN BONINI: I should like to ask Mr. Chaplicki a question that has come through my mind. I am a representative of the Marathon Corporation in the product development division of our company and we are confronted with problems of packaging from time to time.

The thing that has been uppermost in our minds almost continuously is the problem of catch weights vs. net weights. I'd like to direct this question to Mr. Chaplicki who, I am certain, is already familiar with it. By catch weights I mean whatever weight is assembled by putting together a few slices and then marking the unit with that weight, whether 8, 9, 9½ or 10 ounces.

My first question for Mr. Chaplicki to answer at this point is: What are the obvious advantages and disadvantages of catch weights vs. net weights?

N. L. CHAPLICKI: As to this first question of catch weight sizes vs. 8-oz. or 1-lb. packages, in the retail store we think that there is only one advantage to an 8-oz. package compared with a 9- or 9½-, other than the loss of weight in sale. The advantage is that a customer will



not disturb the entire display if she knows that everything is packed the same weight. If the packages are catch weights, meaning various sizes, she will go through the entire display. That is the only thing we have learned in something like 14 years of self-service on sausage. As far as our company is concerned, we will accept even weight packages and we will accept catch weight packages as well.

JOHN BONINI: I don't think that quite answers my question. My purpose in asking that question is that merchandisers in many parts of the country feel that from many standpoints a net weight is important. However, on the production line the labor required to make net weights has raised the cost somewhat.

I think that if some one has an idea in addition, if there are any other merchandisers here who have had any experience with catch weights, I would like to hear from them.

W. E. SCHEUER: My name is Bill Scheuer of the Exact Weight Scale Co., Columbus, Ohio.

I'd like to ask a question of the gentleman from the National Tea Co. Isn't there an advantage in pre-determined weight packages to the retailer on an inventory basis? Suppose you have all sorts of these catch weights and you have a lot of packages left in your refrigerated case. You want to take inventory immediately. You must weigh the whole works or add a lot of fractions. If you have 50 packages of 8 oz., you know you have 25 lbs.

N. L. CHAPLICKI: It would be to our advantage to have even packages for inventory and a lot of other things, such as packing invoice and checking, but it's a matter of who is going to stand the cost of even weight packages, the retailer or the packer? It's just that simple. Who is going to pay for it?

CHAIRMAN C. E. FINKBEINER: I'd like to make one other observation. The chain that we are dealing with doesn't want any part slices. If you have an 8-oz. package, they want eight slices to 8 oz. They don't want eight and a quarter slices or seven and three-quarter slices, but all full slices. At the same time they don't want catch weights. I tried that, too, and it presents a little problem that you are going to have to work with.

N. L. CHAPLICKI: May I answer that? I think the average packer slicing and prepackaging luncheon meats around the country is using part slices in order to get

1. J. A. Dupps, president; F. B. Schottelkotte, chief engineer; R. L. McTavish, secretary, and C. H. Smith of The Dupps Company, Germantown, Ohio.

2. Harold Kenna, assistant sales manager, Chicago; Hank Flonacher, Chicago; Gary Rabiner, Cincinnati, and Marty Lynn, Philadelphia, all with Transparent Package Co., Chicago.

3. Jack A. Noble, Lawton Meat Supply; H. G. Cameron, Dewey & Almy Chemical Co., Chicago; Marlin Keathley, vice president, Lawton Meat Supply, Lawton, Okla., and Harry Cooper, Dewey & Almy Chemical Co.

4. Bill Ames, Advanced Engineering Corp., Milwaukee; Bob Howe and Dick Howe, Howe Ice Machine Co., Chicago, and Ben Seamon, Westland Engineering Co., Chicago.

5. Jake Lissner, The Globe Co., Chicago; Gerald Meddin, vice president, Meddin Packing Co., Savannah; Jake Buring, vice president, Nat Buring Packing Co., Memphis, and Joseph Gottlieb, president, Star Provision Co., Birmingham.

6. Representing International Business Machines Corporation at the convention were Carl Rodemann; Dr. Leonard W. Swanson, applied science department, Chicago; Harold E. Pim, meat packing division, New York, and John Y. McCallister, meat packing division, Chicago.



TOP: Charles Sive, Vic Lengner, Chicago branch manager; Fred W. Stothfang, vice president; A. J. Belaskas, Paul Border, C. Oscar Schmidt, jr., president, and Wm. C. Schmidt, executive vice president, Cincinnati Butchers' Supply Co., Cincinnati, Ohio.

BOTTOM: W. W. Morgan, president, Arctic Engineering Corp., Chicago; H. B. Howe, president, and R. K. Howe, Howe Ice Machine Co., Chicago; E. "Gene" Preston, Preston-Bugeon Refrigeration Co., Kansas City, Mo., and Dick Howe, Howe Ice Machine Co.

uniform weight packages. You have to be practical about these things. You can't have your cake and eat it too.

CHAIRMAN C. E. FINKBEINER: I don't believe the other question that was asked by Mr. Bonini has been answered.

N. L. CHAPLICKI: It was in regard to various-sized packages. We believe in our company that we must have various-sized packages of all red meat and pork chops, steaks and chops and roasts and things of that type. It is not as important to have various sizes of packages as far as luncheon meats are concerned. There can be a uniform weight package of 8 oz., or whatever you want to put into the package.

JOHN BONINI: The point I had in mind, Mr. Chaplicki, was this: Because fresh meat is a little bit beyond the bounds of central plant operation, it seems that this discussion probably should be limited to manufactured products such as frankfurters and sausage of various kinds. I have never been able to determine what is the correct size. Now, 16 oz. possibly is the correct amount, although I have heard many discussions on the subject of even packages as low as 5 or 6 oz. for such a product as that.

Is there any way the best size can be determined?

N. L. CHAPLICKI: Over a period of years we have found that whenever you start getting into trick packages, and I am calling 3-oz., 4-oz., 5-oz. or 5½-oz. units trick packages, the idea is usually developed by a high-powered sales personality who believes that a lady cannot figure. She knows, if it is 8 oz., and 25c, that it is 50c a pound, and so he wants to trick her.

People are not dumb in this country. They can figure.

If they can't figure in the stores, they will figure in their homes, and sooner or later they will know what they are paying for those items. I think 4½- and 5½-oz. packages are trick packages and I don't believe they belong in the stores.

CHAIRMAN C. E. FINKBEINER: Mr. Lorenze, what size packages are you using?

MR. LORENZE: We have found the 8-oz. size package satisfies our customers.

CHAIRMAN C. E. FINKBEINER: Mr. Carl Fischer are you doing any prepackaging at all?

CARL FISCHER: No, we are not.

REDFERN: I would like to ask the man from National Tea if he expects the packer to go into consignment selling of merchandise.

N. L. CHAPLICKI: We don't believe in it at all. We don't think it is good business. You can't sell merchandise on consignment, and I don't think much of the retailer who asks the packer to sell on consignment.

REDFERN: Some of them do.

CHAIRMAN C. E. FINKBEINER: Are you doing any prepackaging?

REDFERN: Yes. What size packages are you going to pack?

CHAIRMAN C. E. FINKBEINER: I am going to package exactly what the man asks me to, and that is in 8-oz. packages. Possibly in the highest-priced products, such as our pepper loaf which is a honey, and our honey loaf, which is a pepper, we may have 6-oz. to keep the unit cost down.

But to answer Mr. Redfern's question, when I went to talk to my potential chain customer that was one of the things I was concerned with because everybody I talked to said, "Boy, watch those returns."

My customer and I have a definite understanding, in a diplomatic way, that there will be no breadmen on the meat route. In plain English that means no returns.

The problem of returns on fresh packaged meats is solved thus: Six days from the time we slice that product it must leave the store—either out the back door or the front door. That is their problem. We are sympathetic toward it, but, on the other hand, if they want the priv-



Scene from the film, "The Canned Meat Story," shown by American Can Co., on Monday afternoon.

ilege of returns it is going to increase the cost of the product.

Now, I would like to discuss the package and what it should include. Data I have gathered so far indicate the package should include the name of the product and the brand name. The first thing I like to see is the brand name. Then the next thing, what it is—bologna, etc. Then the next thing you want to do is to make a little place there for ounces, and put down 8 oz. if it is 8. Make a little place for price per pound, and a little place for the price of the package.

The next thing you should do is to code it. A good way is to put a one, two, three and four, representing the four quarters in a year, and then show Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, Sunday by the first letters of each one. The quarter and the date it goes in can then be checked. If you don't do that, you are going to have a beautiful package made up, the retailer is going to put it in his counter, and then they are going to slap one of these things on and heat seal it, and it is all covered up.

It is important, to get your package right and everything on it that should be on it. There is one other thing that I believe should be on the package; right underneath the word "Bologna," I think you should put "eight slices," or "six slices in this package," or whatever the number may be, because in this package the buyer is not going to be able to see the slices.

J. O. VAUGHN: Here is one of the questions that I would like to ask you gentlemen, because you are here from different parts of the country. One thing that has been serious with us in handling prepackaged products is that several of the large packinghouses are selling prepackaged meats at the same price to the chain stores as they sell it unpackaged.

They sell bologna at 40c and they are packaging it in 6-oz. units and still selling it at 40c a pound. The chain stores cannot give me anything for packaging mine. You can't blame them, but, at the same time, why should I get into an operation that is a money-losing proposition? Are they doing that all over the country, or just in our part?

N. L. CHAPLICKI: We are certainly paying for the packaging of the sausage we buy, and I think every other retailer around this part of the country is doing so.

CHAIRMAN C. E. FINKBEINER: Mr. Vaughn, is that packaged locally?

J. O. VAUGHN: It is packaged locally.

CHAIRMAN C. E. FINKBEINER: Is it a trial deal in which they are going to try to start something?

J. O. VAUGHN: I don't know. I don't think it is much of a trial; it certainly is competition.

N. L. CHAPLICKI: In every place that I have been, all over the country, processors work on two price lists—one for prepackaged product and one for merchandise shipped in bulk.

J. O. VAUGHN: The people that are selling vacuum-packed luncheon meat do it, but those who are packing fresh pack, at most are charging only 2 $\frac{3}{4}$ c over the other type.

CHAIRMAN C. E. FINKBEINER: Let me say this: I know of one packer who has the idea that he is going to make second quality products—not cheap quality, but not



1. Donald H. Shapiro and Al Levine, Goldsmith Pickle Co., Chicago; Herb Altheimer, Independent Casing Corp., Chicago; William Roegelien, president, and Lawrence Roegelien, Roegelien Provision Co., San Antonio.

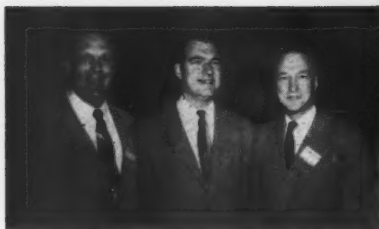
2. Timothy B. Halpin, Preservaline Mfg. Co., Flemington, N. J.; J. B. Harrison, president, and Douglas Hasenauer, sales manager, C. A. Durr Packing Co., Utica, N. Y.; Joseph E. Martinec, president, J. Martinec Packing Co., Scotia, N. Y., and Lee J. Kenyon, president, Preservaline Mfg Co., Flemington, N. J.

3. Hank S. Peiker, H. S. Peiker Co., Jacksonville, Fla.; H. A. Olendorf, manager soya flour department, Spencer-Kellogg & Sons, Inc., Decatur, Ill.; Scott E. Strahan, mfgs. agent, Atlanta, Ga.; Wm. H. Balentine, jr., president, Balentine Co., Greenville, S. C., and Emerson D. Moran, consultant, Madison, Wis.

4. Paul Mischler and Allen Zook, Mischler Packing Co.; S. A. Mayer, secretary, H. J. Mayer & Sons Co., Chicago; Charles Ries and Homer J. Mischler, Mischler Packing Co., LaGrange, Ind.

top quality either—in an attempt to keep his unit cost down and to pay for at least part of the expense of the package.

In my estimation that is the wrong approach. You have



Chris E. Finkbeiner, president, Little Rock Packing Co., Little Rock, Ark.; Earl M. Gibbs, vice president, Earl C. Gibbs, Inc., Cleveland, and Lorenz Neuhoﬀ, Jr., president, Valleydale Packers, Salem, Va.



G. W. Birrell, president, Kunzler & Co., Inc., Lancaster, Pa.; Wilbur LaRoe, Jr., NIMPA general counsel, Washington, and Albert F. Goetze, president, Albert F. Goetze, Inc., Baltimore.



C. B. Heinemann, Jr., of NIMPA; John H. Brinkmann, purchasing agent, and John J. Faust, both of Heil Packing Co., St. Louis.

got a tremendous amount of expense in the package, and had better sell consumers on the quality in it and not just on the convenience.

Your packaging costs are anywhere from 8c to 19c. I am not talking about just the cellophane, but I am talking about all of the items that I have listed—overhead, packaging labor, selling, delivery and administrative costs.

As you get into prepackaging it is going to be more and more important to have an accurate cost system, because you can do a heck of a lot of business and not get anything for it.

MAX GERMAN: I would like to ask Mr. Chaplicki, because he has had experience selling the cellophane package and the box package, which is the most appealing and best selling package to the consumer.

N. L. CHAPLICKI: We, in our company, have been all over the lot in regard to what we thought was the best package. The vacuum package is not new to us. I believe we started with it some six years ago.

If you were to ask me for my personal views on which package I like the best of all that I have seen around, I would say I like the little carton. I believe, as we go along, it will take on, but I like to see it over-wrapped on a machine because that speeds up production and lowers your costs.

CHAIRMAN C. E. FINKBEINER: Does that answer your question?

MAX GERMAN: Yes. You say that the box package is the most appealing to you?

N. L. CHAPLICKI: Personally, I believe it is the best, and I think it will show up before we are finished as the best.

CHAIRMAN C. E. FINKBEINER: Mr. German, are you slicing any hams or anything?

MAX GERMAN: No, we are not. We are thinking seriously of going into the business, and I wanted to get a line on the best package.

JOHN BONINI: Maybe this is a little bit premature, but there have been some market tests made on the carton in chain stores. At the moment it looks as though the carton was the most acceptable from the consumer standpoint. We talk about what we like, what the producer likes, what the processor likes and what the salesmen like, but it is the consumer we must satisfy. It seems to me that this carton that Chris has on the platform has been the most acceptable. I believe you will find that true as

time goes on. I don't believe you can get to know exactly what is best, or exactly what the consumer will accept, but I feel we are reaching a point now where we can draw some definite conclusions that the carton or the box is the most acceptable from the consumer standpoint.

CHAIRMAN C. E. FINKBEINER: I mentioned hams a while ago. You might be interested in something worth playing with. We are cutting hams in half, and some of the advantages are definite. I was surprised to see how few hams are sold whole now—but half hams are. The ham business is suffering as a result of that trend because the dealer is robbing the centers, as you all know, and when the housewife gets half a ham without the center slices in it, all she gets is a bunch of muscle, tissue, and bone. The first thing you know consumers don't want half a ham. I think that possibly might be one of the reasons that picnics are selling so well—because the way the half hams add up, the housewife would just about as soon have a picnic. One of the advantages of packaging half hams is that the housewife gets the whole half. A disadvantage is that of protection and moisture collection which you must whip. We whipped it and it whipped us back and we whipped it again, and right now it has got us down again, but we are still after it.

MR. HABBERSETT: I would like to bring up the subject of loss of color in prepackaged bacon and sausage. It seems to me that the amount of visibility in the prepackaging of bacon or sausage is important. The chain stores have demanded more and more visibility. I wonder whether it wouldn't be better to have less visibility because of damage to the color of the product?

N. L. CHAPLICKI: There is part of that question I can't answer. I do believe that eventually some of the electric companies will answer it for us by correcting fluorescent lamps. I think that is what you are talking about. We know nothing that will keep sausage from discoloring with any kind of fluorescent lamps. As far as the chains requiring more visibility is concerned, I think that goes back to the chain operator, or any meat man, who has to look at it from a practical angle. As long as he has one open surface that will be sufficient, knowing that the light will discolor it. I don't think it is the chain operator or meat cutter who is requesting all of this stuff. I think there are a lot of good salesmen going around selling all kinds of transparent packages and cartons and other things—and that might cause some difficulty.

JOHN BONINI: In consideration of packages and their



LEFT: Armen Adajian and Col. R. A. Isker, Pilgrim Advertising Inc., Chicago, and E. T. Clair president, Republic Food Products Co., Chicago.

CENTER: Gerald Meddin, Meddin Packing Co., Savannah, Ga.; J. H. Langford, president, Old Fort Packing Co., Walterboro, S. C., and R. L. Garner, Balentine Packing Co., Greenville, S. C.

RIGHT: Mrs. and H. L. Sparks, H. L. Sparks & Co., National Stockyards, Ill., and Mrs. C. B. Heinemann, sr., Washington.

contribution to discoloration, we must admit that the product is definitely affected by oxidation and discoloration comes only in the presence of air or oxygen and light. In the case of an air-tight method of packaging, full visibility remains and the color is still retained. So, you see, light does not affect it. I would say that at this stage of the merchandising of meat by self-service, we do not see any trend toward closed packages with the exception of those items which are well established by merchandising programs. There are some packers and some sausage makers who are specialists in certain kinds of items. They have been able to market their products without visibility in their packages. However, if you are just getting started, it seems that under the conditions of modern merchandising that visibility is important. Ten years from now, we may be looking at an entirely new subject, but today it seems that visibility is important. I don't mean to minimize what Mr. Chaplicki has indicated, because a good deal of money has been spent in development of these films to perform a certain kind of job. And it has brought this industry to a sort of a semi-final conclusion. However, I believe that as time goes on, and as our experience and research develop, we will see less and less emphasis on visibility. In this we will be following the pattern of the frozen food industry. Ten years ago Birdseye and other companies thought that visibility was important. Today you see practically no frozen fruits and vegetables that are visible. Frozen meat is one exception, but even now we see a very definite trend toward a closed package for frozen meats.

N. L. CHAPLICKI: I would like to comment on that. I think the gentleman is right. It seems to me when we go to the closed package we do it in two steps. First, we have to acquaint buyers with what is in the package because people want to see what they are buying, and after while you can go to the closed package. We have seen that happen in frozen poultry and in all of the seafood items, practically all the way from cellophane windows to complete closed packages. However, I think we have to take that one step at a time. I believe that most meat will eventually be sold in an entirely closed package.

CHAIRMAN C. E. FINKBEINER: Gentlemen, I would like to make one observation. I remember very definitely last year we had a discussion as to whether or not we would package. Here, a year later, it seems that we are resigned to the fact as to who is going to do the job and now we are talking about how. I think it is very interesting it has been decided that the packers are to do it. I believe it is very interesting that you have such open minds on it and can get right at it. I think that it is going to increase the loaf business on an overall basis, although it will probably reduce the amount that you will sell to each individual store.

W. W. YOKUM: I represent Flex-Vac division of Standard Packaging Corporation. Mr. Bonini has been talking about the carton and the visibility aspects of the package. It is also true you have a definite advantage where you sell the package to the consumers and the flavor is in the product when the consumer opens the package and puts the meat on the table.

JOHN BONINI: I think I qualified that, Mr. Yokum, by saying today I think it is important to have visibility to demonstrate just what you are talking about—desirability of color and so forth. The packaging of meats is a mighty ticklish thing. You have changes going on from hour to hour, regardless of what the packaging medium may be, and it would seem that as packaging materials are improved and developed, and as shopping habits change, that sooner or later—not, perhaps, within a few years, but maybe in ten—we may be buying meat just like we buy cornflakes. You don't question the contents of a package of cornflakes. Techniques of manufacturing will have to be changed, too, but as of today I believe that the maximum protection you can get plus visibility are most important.

JOHN THOMASMA: I would like to direct my question to Mr. Chaplicki. Don't you think the time will come when packaging will be done at the packaging plants?

N. L. CHAPLICKI: We are, at the present time, probably buying 98 per cent of our merchandise packaged at the packer level. We have found in not one year, but over a period of seven years, that it actually has increased our tonnage. We have better displays and more merchandise on display. It is a hard job to get the retail store men to slice sufficient merchandise, package it, and have the right variety for Mrs. Consumer to shop. That has been our experience over seven years and we are all convinced that the packer must do the job of packaging.

CHAIRMAN C. E. FINKBEINER: I have one more observation to make on a very serious point. The pricing

NIMPA Officers for 1953-54

T. H. Broecker, president, Klarer & Louisville Provision Cos., Louisville, Ky., was elected chairman of the board of the National Independent Meat Packers Association. He succeeds J. E. O'Neill, president, Mission Provision Co., San Antonio.

J. E. Thompson, president, Reliable Packing Co., Chicago, was elected first vice president. W. L. Medford, president, Medford's Inc., Chester, Pa., was elected treasurer.

C. B. Heinemann, sr., was reelected president and assistant treasurer of the association. Frank T. Heinemann was elected secretary. Wilbur LaRoe, jr., Washington, D. C., was retained as attorney.



BROECKER

of prepackaged merchandise by the retailer is important. This is what I found in Baltimore, Rochester and Cincinnati, and I am afraid I am going to run into it in Little Rock. The retailer wants to buy your prepackaged merchandise, and put it on the counter and in the case, and then he wants to mark it up his normal 20 or 25 per cent as though he had actually packaged it himself. The dealer argues that he still has the same amount of overhead and sausage has to be marked up in that manner. In one chain store in Baltimore they had some of Mr. Goetze's products in a self-service case. At the back of the store was a service case and sliced luncheon meat was sold there also as though the dealer had prepackaged it. The price of his product was lower than on Mr. Goetze's product. I asked him why, and he said, "I can do it cheaper." Well, that is exactly contrary to general belief because it is supposed to cost more. If they can do it more reasonably—I don't like to use the word "cheap" when talking about sausage—that is their problem. However, it is more or less an established fact that they can't.

My suggestion is this: If retailers want their products packaged, then they must get out of the packaging business, because I am certainly not going to try to sell a packaged product against the butcher's own packaged item. You can't outsell him when he is there. He is going to see that his meat moves.

Another example is this dry-pack half ham. We cut it in two and dry pack it for them and all the dealers have to do is put on the price. However, they mark it up as though they had cut it in two and wrapped it, and when you get through the thing is so expensive that your movement is hurt. And who is hurt when your movement is hurt? Your product is hurt. There must be a general understanding with the dealers. It is just a give-and-take proposition, and if the dealers want sausage prepackaged, get out and let us try it for them. And if the retailers are not going to get out of it, then we ought to get out of it.

L. L. CHAPLICKI: I am glad you said what you did

say because I think it is very important. I am sitting up here, and I have an idea that there is some fear on the part of the small sausage makers that some of the chain store people ask for almost the impossible. We do have some impossible people—not only as chain store meat buyers, but also in all businesses.

It is only common sense that when a packer prepackages merchandise, you cannot mark it up percentagewise on the same basis you did when you bought it in chunks. It just won't work that way and hasn't worked that way. I cannot go into selling prepackaged merchandise and then slice it on the side. It won't work.

You must decide you are really going in to the packaged sausage business, and mark up your product properly so that the retail price will be somewhere comparable to prices you see up and down the street. There is no other way. We learned that five years ago. We are just a little tough on that in our stores. It has meant a lot to us, and it will mean a lot to you people, if you go into packaging merchandise and selling it to people who are also doing it.

When a retailer tells you that he can package merchandise for less money than the packer, he is not telling you the truth. We have gone all through it, and you cannot get production from stores. You can't do it. I have been in this business about 37 years, and I don't fool quite so easily on these things. The dealers can't do it. You can do it cheaper in a packing plant, and you can do it cheaper every day, not just one day, or not just five or ten minutes while the test is being made.

CHAIRMAN C. E. FINKBEINER: Let me give you the Baltimore man's question. I said, "How much do you think it costs you to package if you can package for so much less?" He said, "I can package for \$2.07 a cwt." I said, "How do you figure that?" "That's simple, 79c for my cellophane, 52c for my board, two labels—all of these are two to make a pound—70c, and when I say 70c, I am talking about 100—and that adds up to \$2.07." I said, "What about your time?" So help me, Hannah, he said, "I'm here all the time anyway. I ain't got nothing else to do."

I also asked him, "What about these dry-pack hams. Do you mark them up like that?" He answered, "I'm here, anyway."

You are going to hear that every place you go. The dealer is there anyway, so his time is free. That's how he reasons.

Gentlemen, the actual labor cost for making 8-oz. packages is anywhere from 2.57c to over 7c for an inefficient operation. This dealer didn't figure any overhead or any refrigeration.

We know the advantages and disadvantages of packaging. Let's keep in mind the population of the area you are shooting at, because it is going to determine what your investment should be. In working it out, don't buy a lot of products or equipment if you are shooting at only 150,000 to 300,000 people.

Package these products in loaf sizes and 8-oz. packages, 4½ and 5 lbs. to the box. Three or four different kinds of luncheon meats, such as salami, bologna and honey loaf, may be put in a 5-lb. box. It gives a larger selection to the housewife and the retailer can have a larger selection without too much investment. You have a lot of "Poppa" and "Mama" stores that try to carry a selection.

How Socialism Attacks an Industry

Frank M. Wilkes



IT PROBABLY seems strange to you that you should have an electric utility man talking to the meat packing industry. I don't know whether you will be interested in what I am going to say this morning or not, but I think you should be interested.

Let's take the dictionary—Webster's Collegiate Dictionary—and see what it says about this socialism. Socialism is that theory of society where the government owns and controls the principal means of production and distribution of goods and services. Isn't that a simple definition? That is all there is to socialism, and that is all there is to communism—government ownership. You can't have government ownership of your business or mine without controlling our minds, souls, thoughts, children and everything else.

Back at the turn of the century, England was a nation that all of us were proud of. A little group of pseudo-intellectuals got together—pinks and Reds—and formed the Fabian Society. The objective of that society was to change the kind of life of England and to socialize her industries.

Just a little over 50 years was all it took for that group of people to change England from a country we were proud of to one in which its people are standing and sitting on the curb with tin cups in their hands. We don't have the Fabian Society over here, but we do have municipal ownership, the League of America, American Youth, the CIO and other things of the same kind. I expect the utility industry has had more trouble with socialism than any other industry. We happen to have been No. 1 in the industries selected to be attacked.

The utility industry is a young industry that started out in 1878. From that time until now, I think that the utility industry has witnessed four different periods: In the first one, from 1878 until 1900, we were trying to find

out what we had for sale. Right now we don't know what electricity is. We know something about it. During that period it was trial and error, make mistakes, find out how we should measure it, how to sell it to the customer, until in 1900 we found most of our mistakes. We were ready to start growing.

From 1900 to 1920 there was a period of development in the utility industry. Individual towns and cities had their own plants. There were few, if any, large plants in the United States prior to 1920. The bugbear then was municipal ownership, not federal ownership.

In 1920 the first drastic law was passed against our companies. This was a Federal Motor Power Act which established the Federal Power Commission. It passed laws that said that the federal government should have the preference in developing all of our rivers and that the utilities companies could not construct dams on the rivers.

Between 1900 and 1920 came the greatest growth of the utility industry. The plants of individual towns and cities were sold to central companies.

During that time we had more trouble. We were taxed by the Federal Trade Commission. Municipal ownership faded out of the picture, no longer able to compete with private industry.

Then came the crash in 1930. In 1933 the New Deal ushered in a new period for the utility industry, a period of persecution and vilification. What they have said about my industry and about me personally! Yesterday, by the way, they took great pleasure on the floor of the House to criticize me. But we have survived that, and we are still growing.

In 1933 was passed an Act known as the TVA Act which took away from private industry all of the plants in Tennessee. Immediately, upon the passage of that

Y

G.
ham,
cher
burg,
er &

and
Chi-

asing
d, in-

asing
atural

John
merican

H. K.
f En-

Co.,
stern
ier.
ional
Chi-

enette
Olsen,
go.

and H.
s Ma-

oking
nd R.
tional

both
icago.
oking
g and

Smith,

Inc.,
Cas-
Kahn,
ty.

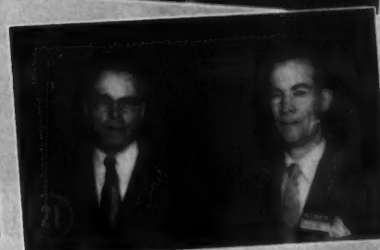
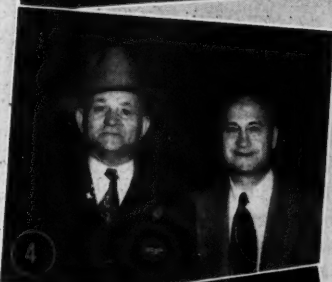
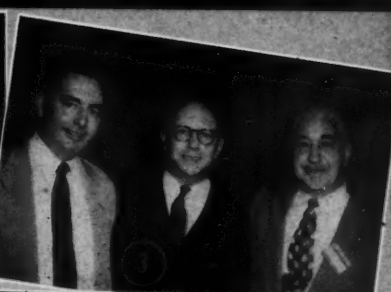
man-
Hel-

Jack
r Co.,

engineering
Haw-
land.
& Co.,
ident,

ngton,

, 1953



act, my friend, John Rankin of Mississippi, introduced a bill for nine TVA's. It covered the entire United States. Each one was to be controlled by three men appointed by the President of the United States. Under that Bill 27 men would be set up to rule this entire nation and rule it through the power industry. Thank God, the American people commenced to wake up, and the bill was voted down.

When that bill was introduced, it scared us. We commenced to feel that maybe there was a plot or a plan to destroy our country. So we endeavored to find out about it. We felt there was a master plan somewhere for all of these activities. After diligent search, we did find the blue print, and we have it in our possession today in the form of the original and photostatic copies of an article written by a young socialist named H. S. Raushenbush. His blue print which covers the entire policy of the socialist party in its attack on the capitalistic system appears on Page 4 of the March 5, 1927 issue of *The New Leader*, entitled, "Cataclysmic Socialism or Encroaching Control? How Shall the Socialists Attack the Problem of Winning the Ultimate Abolition of the Profit System?"

He states as a premise for the plans of Socialists in America that we do not have a caste system in this country, no universal hunger, no universal poverty, no lack of opportunity for development and upward progress of the individual. He states it is embarrassing to the socialists that it will be impossible to have a cataclysmic revolution but that the socialists must realize at least for a long time to come it will be necessary to adopt a boring-from-within policy, as outlined by him in an article appearing on Page 83. "The Socialism Of Our Times." In this article, he recommends to his fellow socialists to introduce young men into government bureaus where "one good man with his eyes, ears and wits about him, inside the department . . . can do more to perfect the technique of control over industry than a hundred men outside."

On March 12, 1927, *The New Leader*, page 4. Mr. Raushenbush goes on to recommend that pragmatic tests be made of this encroaching control by an attack on the



Frank M. Wilkes, president, Southwestern Gas & Electric Co., is outspoken against the government's encroachment of business. He speaks often and forcefully to warn of the dangers that face all industry in the trend toward socialism.

private electric industry. He said that here was an industry on which we have made three attempts to control:

1. We have set up municipal plants. This was the phase about which we spoke above from 1900 to 1920. He goes on to say that as private utilities have grown and have integrated their plants, municipal ownership could no longer compete with the private electric companies and they had lost that method of attack.

2. A second attempt, so he states, was made by setting up of state commissions, but the state commissions as a means of regulation to destruction had failed (as is usually the case with courts when they are cloaked with the jurisdictional power of regulating and controlling utilities) had failed dismally as a method of persecuting and destroying those placed under their jurisdiction.

3. A third attempt, he says, was made in the passage of the Federal Water Power Act in 1920, in which it was attempted to turn over to the federal government all navigable streams in America in an effort to prevent the development of these streams by private companies. This law, he states, had also proved a failure as a method of destroying electric utilities.

4. Mr. Raushenbush goes on to state that a fourth attempt which he looked upon as much more hopeful was the setting up of power authorities at Muscle Shoals, Boulder Dam and on the St. Lawrence, and I quote: "We cannot hope to take over the whole \$8,000,000,000" (now a \$25,000,000,000 industry) "industry successfully, even if it were generally thought advisable to do so at the moment . . . But a scattered series of great generating plants selling their power within 300-mile radiuses might be expected to have a very considerable influence upon the extension of public ownership to the transmission lines and the whole industry."

In closing his article, Mr. Raushenbush had this to say: "Our long time aim is the abolition of the profit system for private use. Our strategy is to make and take every opportunity to prove that it works. We must force our experts on agriculture, trusts, coal, power, subways, housing, milk, etc., to tell us correctly which the next

1. R. W. Guenther, and Minot Pruyn, tallow and feed division, Armour and Company, Chicago.
2. H. E. Jack Witmer, sales manager, Palmyra Bologna Co., Palmyra, Pa., and Burt Andrews, general manager, Andrews Dried Beef Co., Nazareth, Pa.
3. M. C. Thomasma, Thomasma Brothers, Grand Rapids, Mich., and L. E. Liebmann, president, Liebmann Packing Co., Green Bay, Wis.
4. Orlando Garapolo, development engineer, Wilson & Co., Chicago, and John W. Dowding, sales representative, John E. Smith's Sons Co., Chicago.



steps are, and then take them and identify ourselves with their success."

A fine blueprint. I wish every one of you could read this article.

In 1936 was passed the finest piece of legislation that ever went on the statute books of this country. That was the Rural Electrification Act of 1936. It appropriated money from the Treasury of the United States to be loaned to carry electricity to the people in rural areas, who were not receiving central station service.

The Bill was not opposed by the utility companies because here was an opportunity to do what every one who was raised on a farm wanted to do. Here was a chance to take low-priced federal money and loan it to farmers on the basis of pay back in 35 years, and get electricity to all the farms in this country. It was a good piece of legislation. I don't think until 1939 did the socialists realize what a fine tool they had in rural electrification. That year they woke up to the fact that here was something. Nobody likes to hurt the farmer, so they took over the rural electrification administration.

On June 30, 1939, out of a clear, blue sky, they took it out as being a separate agency and put it in the Department of Agriculture. Mr. John Carmody was kicked upstairs to the Maritime Commission. A hack by the name of Slattery was put in charge of REA. Slattery didn't have anything more to do with running that agency than I have, and I didn't have anything to do with it.

Under him they put two of these bright, young men that Mr. Raushenbush talks about. They certainly ran that thing.

Well, the war was on in 1940 and they passed a law in Washington that you couldn't use any copper on any line which was not 40 per cent done at the time that this law was passed. Our boys were short of rifle ammunition, they were short of copper to band shells with, but that bunch of socialists up there at the head of REA proceeded to build miles and miles and miles of copper lines, until finally we got kind of sore about it, and we went before the Military Affairs of Congress and stopped the waste of copper during the war.

In 1944 when it looked like the war was about over, the Congress of the United States tried to figure out something which could be used to make work for the boys when they came home, passed an act known as the Flood Control Act of 1944. When that bill was being considered in the Senate, I was selected to go before that committee to point out to them the dangers inherent in making and passing a law which would turn over our rivers and our whole country to the socialists.

The bill as it was first written said that the power and energy produced at multiple purpose projects should be turned over to the Secretary of the Interior, who should transmit and dispose of same so as to give the most widespread use thereof at the lowest possible rates consistent with sound business principles. Preference was to be given to public bodies and cooperatives. Rates were to be set having due regard to the recovery of the capital invested in the power facilities, together with all operating expenses, including interest, over a reasonable period of years.

Well, I appeared before that committee and told them about how dangerous it was to turn power like that over



Front row of the First Spice Mixing Co. delegation: Charles M. Cox, Midwest; Felix Epstein, president; Marilyn McMahon, demonstrator, and Bill Kaufman, Midwest. Standing are, Harry Pett, Southeast territory; Siggie Wolff, New England territory; Louis A. Slipock, New York territory; Bob Jagitsch, Midwest territory; Martin Heiman, manager, and Jack Kwinter, sales manager, Canadian plant, Toronto.

to the Department of the Interior, who have always been socialistic—without any strings on it. The Committee seemed to agree with me. They said:

"The committee desires an amendment which provides a convenient and practical method of disposing of power at projects under the control of the War Department without setting up a public power trust which would be unduly competitive with established private power utilities.

They went on to say: "The Secretary of the Interior is authorized, from funds to be appropriated by the Congress, to construct or acquire, by purchase or other agreement, only such transmission lines and related facilities as may be necessary in order to make the power and energy generated at said projects available in wholesale quantities for sale on fair and reasonable terms and conditions to facilities owned by the federal government, public bodies, cooperatives and privately owned companies."

Then, to make it short, and so that that money would go where it was intended to go, to pay back the money that you as taxpayers had put into it, there was the further amendment that all funds collected from the sale of power shall be returned to the Treasury of the United States as miscellaneous receipts.

That meant that every year the Department of Interior has to go back to Congress and ask for an appropriation to finance anything it wants to do.

We thought we had a pretty good bill. In January of 1946, the Southwestern Power Administration was formed. They came to Congress and asked for an appropriation of \$223,000,000. They were going to build something like 18,000 miles of transmission lines that would duplicate every foot of high tension lines in the entire Southwest area, practically one-eighth of the whole area of the United States. They asked for the right to build 850,000 kilowatts of steam capacity.

We went in before Congress and opposed that, and Congress told them they had no right to build steam plants, that it was never intended for the federal government to own anything like steam plants. They also told them they would not allow them to build all the trans-



"Uni-Pak" is THERMO KING's name for its patented single package truck refrigeration unit . . . designed for quick, easy installation, or removal.

"Uni-Pak" eliminates individually mounted elements and refrigerant connection lines. And, "Uni-Pak" also means quick interchange of units. This exclusive feature, one of the several exclusives on THERMO KING units, gives you greater dependability, reduced maintenance and increased efficiency.

THERMO KING's direct-driven fan eliminates the need for separate electric fan motors.

"Uni-Pak" is exclusive with **THERMO KING** TRANSPORT REFRIGERATION UNITS

EXCLUSIVES!!



- Combination starter-generator. Stop-start engine operation.
- Fully automatic hot-gas defrost.
- Counter-flow cooling coil.
- Uni-Pak—Single package unit.
- Nation-wide, Factory Trained Service.

U. S. THERMO CONTROL CO.



World's Largest Builder of Gasoline Engine Powered Refrigeration Units.



Sales and Service in
All Principal Cities

MAIL THIS COUPON TODAY

U. S. Thermo Control Co.
44 South 12th St., Minneapolis 3, Minn.

Gentlemen: Please send immediately complete information regarding Thermo King mechanical Refrigeration for trucks and trailers.

Firm _____
Address _____
City _____ Zone _____ State _____

AS THE CAMERA SAW IT

1. Bernard H. Seelbach and Karl C. Seelbach, president, K. C. Seelbach Co., New York.
2. Seymour Oppenheimer, president, Transparent Package Co., Chicago.
3. D. E. Stem, Santa Rosa; Charles W. Ross, Chicago, and Eric C. Anderson, Santa Rosa, Calif., all with Cesco Corporation.
4. C. Deverick, H. Kollmorgen and L. W. Faulkner, all of The Globe Company, Chicago.
5. H. T. Hoolbrook, Jersey City, N.J., and Ralph Griffey and W. W. Yocum, both of Chicago, all with Standard Packaging Co.
6. Jack Sabeen, vice president, John E. Smith's Sons Co., Buffalo, and George Sabeen, Boston Tram Rail Co., Boston, Mass.
7. Charlie C. L'Hommedieu, Detroit; O. C. Paterson, Chicago, and Howard Burke, New York City, all of Accent, International Minerals & Chemical Corp.
8. Edward W. Krotz and E. L. Cordes, both of Sparkler Mfg. Co., Mundelein, Ill.
9. Gene Krueger, Marathon Corp., Menasha, Wis., H. G. Johansen, sausage superintendent, Cudahy Packing Co., Omaha, and Herb Stoegbauer, Marathon Corp., Chicago.
10. Glenn H. Freeman, New York, and Jeff P. Pfaff and Leland S. Rolf of Chicago, all with Huron Milling Co.
11. C. R. Vann, president, Ohio Natural Casing & Supply Co., Newark, Ohio, and A. M. Reilly, general sales manager, Burge Ice Machine Co., Chicago.
12. Joe Kovoloff, The Adler Co., Chicago.
13. Gilbert C. Stieg, Edward R. Seaberg Co., Chicago.
14. Leo Slobodien, divisional sales manager, Nocon Products Corp., New York.
15. Morris Seigel, Jim Rank, and Sidney Rose, all of Pre-Pack division, Miller & Miller, Inc., Atlanta, Ga.
16. Max Denisman, Wass Food Products, Chicago.
17. John M. Cook, United Wallpaper, Inc., Chicago, and John Considine, Stokes & Smith Co., Philadelphia.
18. H. M. McIntosh, district manager, Chicago, and Boyd B. Mahon, jr., sales representative, both of Votator division, Girdler Corp., Louisville.
19. Harry S. Paes, Houston, and Charles Warmbold, Charlotte, N.C., both of Preservline Mfg. Co.
20. H. W. Wilson, district manager, C. Schmidt Co., Cincinnati.
21. J. H. Ross and C. W. Haley, both of Montreal, and R. C. McNamara, all of Fort Engineering & Sales Ltd., Toronto.

W IT
C. Seel
D., New

esident,
go.

Charles W.
Anderson,
Co Cor-

L. W.
Company,

, N.J.,
Yocum,
d Pack-

John E.
George
Boston,

t; O. C.
Burke,
Internat-

Cordes,
ndelein,

Mena-
age su-
Oma-
Corp.,

rk, and
of Chi-

Natural
io, and
Burge

Chicago.
Seaberg

s man-
York.

Sidney
Miller &

products,

lpaper,
Stokes

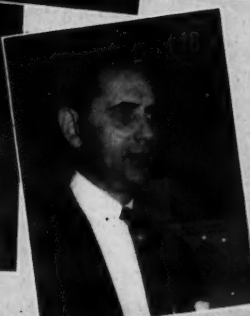
anager,
., sales
division,

Charles
of Pre-

ger, C.

both of
all of
Toronto.

9, 1953





FRONT ROW: Frank Thompson, general manager, Southern Foods Inc., Columbus, Ga.; Jack Scariano, Nola Beef Co., New Orleans; E. A. Noble, Noble's Butchers Supplies, New Orleans; Albert Frey, New Orleans, and James Frey, Lafayette, La., both of L. A. Frey & Sons, Inc. BACK ROW: Fred Dykhuizen, president, Dixie Packing Co., and Milton R. De Reyna, Arabi Packing Co., New Orleans.

mission lines because they were not necessary as they duplicated our lines.

Finally, our dear friend, Sam Rayburn, took the floor and talked the Congress into allowing them \$7,500,000, out of the \$223,000,000 that they had asked for.

In 1947, '48 and '49, we went before Congress, and they didn't get a single dime to go into competition with us. But in 1949, a new combination was formed. I don't know why they had not thought of it before, but here they had a blank check given to them by the government. During the period of 1946 to 1949, the Congress of the United States appropriated \$2,850,000,000 for rural electrification. In 1949, there were rural lines over practically 95 per cent of all of the farms all over the United States that have electricity available to them, and they had spent only a little over \$1,900,000,000. In other words, there was \$1,000,000,000 that Congress didn't have any control over. All they had to do was have the electrical administration write out a check and say this money would come back to the Treasury of the United States in 35 years.

They can serve nothing except their members—people in the rural areas who are not receiving central station service. Here was the Department of the Interior doing business under the Act of 1944, who could serve anybody. But they couldn't get money from Congress for steam plants, and they couldn't get money from Congress to build transmission lines which would be competitive to us.

So what did they do? The rural electrical administration bosses combined with Burs and McDonald, an engineering firm, with some lawyers who were a little bit shady, and formed the Electric Super Cooperatives.

With \$10,800,000 from the federal Treasury they undertook to build a 30,000 kilowatt steam line and hundreds of miles of transmission line. Then they leased the transmission line to the Department of Interior for a period of 35 years, and during that period the Super Cooperative would sell those lines, on a delayed lease rental basis, to the Department of Interior. At the end of 35 years the Department of Interior would acquire the ownership of those transmission lines for \$10. Then the REA undertook to sell the entire output of the steam line to the Depart-

ment of Interior. The Department of Interior undertook to pay them enough for that power to pay back all of the money the REA had borrowed from the federal government, and a little bit on the side, so as to make it sweet enough for the farmers to take it. I have never heard of anything as diabolic in my life, but how is the Department of Interior going to pay for it? They have to get their money from the federal treasury. Every penny they take in from customs has got to go into the U.S. Treasury.

Don't ever underrate a socialist or communist. Ten years before that there was an entirely different appropriations bill under which was set up a contingent fund of \$100,000 to enable the Department of the Interior to do what it wanted to do. It is just as though you took all of the money in the United States and put it in a container and took the back end out of it and turned those boys loose to shovel it out.

Yesterday, I am happy to say, the House upheld what the committee had done in cutting the contingent fund this year from \$5,760,000 to \$150,000. I don't know what is going to happen in our business. We have had a lawsuit down in Arkansas aimed at breaking up that alliance, and we won that lawsuit. I think that brought them back a little bit on their heels, and I think we will rock them back some more.

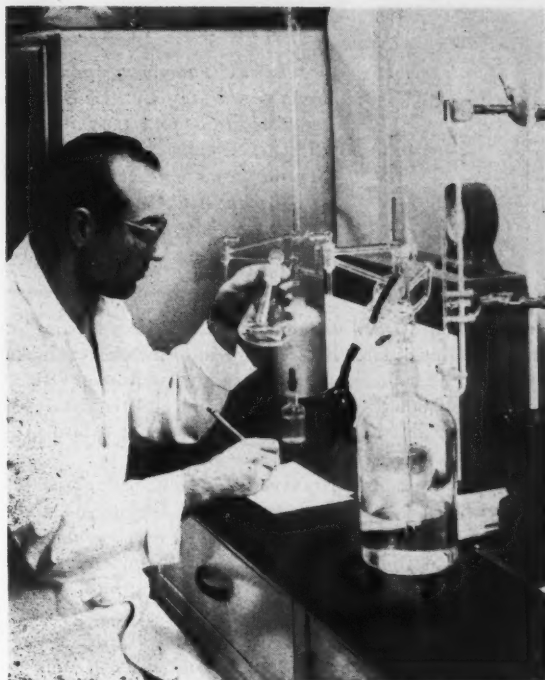
Congressman Busbey from Illinois has introduced a bill to appoint a commission to study government competition with private tax-paying enterprises. That means the meat packing industry just as well as it means the utility industry. In making his address from the floor of the House, he said there were more than 40 agencies of the federal government who are engaged in competition with your industry and my industry and other industries of this country. He quoted what I think is one of the finest pieces of oratory I have ever heard. It was uttered by Senator Benjamin Harvey Hill in a speech he delivered before the Senate on March 27, 1878. This quotation follows:

"I have said that I do not dread these (private) corporations as instruments of power to destroy this country, because there are a thousand agencies which can regulate, restrain and control them; but there is a corporation we may all dread. That corporation is the federal government. From the aggression of this corporation there can be no safety, if it is allowed to go beyond the bounds, the well-defined limits of its power. I dread nothing so much as the exercise of ungranted and doubtful powers by this government. It is, in my opinion, the danger of dangers to the future of this country. Let us be sure to keep it always within its limits. If this great, ambitious, ever-growing corporation becomes oppressive, who shall check it? If it becomes wayward, who shall control it? If it becomes unjust, who shall trust it? As sentinels on the country's watchtower, Senators, I beseech you watch and guard with sleepless dread that corporation which can make all property and right, all States and people, and all liberty and hope, its playthings in an hour and its victims forever."

I hope I have said something to wake you up to a fight which is not the utilities fight alone. It is your fight also, and if we don't win it, we are going to see America go the way of England in yours and in my lifetime.

Why Not Make Lard More Profitable?

John E. Thompson



I THINK we have something to talk about in lard. Why are we in the lard business? The fellow who takes the view that small packers are in the lard business only to dispose of a packinghouse by-product is missing an essential factor in his business. This is the sort of fellow who will always have a "lard problem."

Lard isn't a "by-product" and it isn't "offal." It is a real part of our business. Of all the primal cuts of meat on a hog, only hams exceed the weight of the lard. The weight of lard from hogs equals the weight of the loins and far exceeds the weight of the butts, picnics or bellies.

You will agree, I believe, that we are in the lard business to satisfy the needs of our customers. It is to you, who accept this philosophy, that I address this presentation.

Let's take a look at the market picture for lard as it exists today. Loose lard closed last night at 9⁵/₈c per pound. At the same time, crude cottonseed oil closed at 15¹/₄c per pound and crude soybean oil at 13¹/₂c per pound.

Mr. MacMurray of Merrill, Lynch, Pierce, Fenner & Beane told me this morning that he could offer 100 drum lots of refined lard at 11¹/₈c. The quotation of standard shortening in drums is 22c. Doesn't it appear that we as an industry are failing to satisfy our customers' needs somewhere along the line?

While we are thinking about these figures, make a mental note that the difference in price between loose lard and refined drum lard is 1¹/₈c. The difference between crude vegetable oil and shortening is 7⁵/₈c. That difference in margins is worthy of thought.

The high point of the price of lard relative to shortening came in 1947 when lard sold for 80 per cent as much as shortening. Since that time the change has been sharply downward. At the beginning of this year we find lard

priced at a miserable 33 per cent of the price of shortening.

Our industry's good friend, Dr. Waldo C. Ault, used a slightly different comparison when he addressed the American Institute of Chemical Engineers last Friday at Cincinnati. Let's look at Dr. Ault's chart.

We can see from this chart that lard has, until fairly recent years, sold for more than the live cost of hogs. Look, however, at the spot it is in on the last bar to the right! That is part of the story behind the high cost of meat, isn't it?

Dr. Ault's folks at the Eastern Regional Research Laboratory also prepared another interesting chart. This chart shows us, all too clearly, that the low price of fats must be subsidized by lower prices to farmers for their hogs, or by higher prices for pork products by consumers.

We have repeatedly heard NIMPA's economic consultant, Carl Wilken, emphasize the need to keep farm incomes up if our nation is to continue prosperous. Our general counsel, Wilbur LaRoe, has pointed out the danger, in the form of price controls, that stems from public indignation when pork prices move too high.

In order to find out how our product has failed to satisfy our customers' needs, I took a portable tape recorder to visit a few people who are well qualified to give a valuable opinion.

With these ideas in mind, we put together a questionnaire designed to find out how the typical NIMPA member handled the manufacture of lard. For reasons of NIMPA policy, the complete membership roster of the association was not available. A sample of 136 names was used, and 56 per cent, or 76 packers, answered our questionnaire.

Of the packers answering the question 53 per cent made no lard at all. Some of these were exclusively beef pack-



John E. Thompson, president, Reliable Packing Co., Chicago, is interested in helping the independent packer make better products. Several years ago he established at his plant a lard laboratory for NIMPA members.

ers. Some discarded their fat to inedible uses because of the low value of lard. But 27 per cent of the packers make 10,000 to 50,000 lbs. per week, and an additional 19 per cent make 5,000 to 10,000 lbs. each week. This gives us a pretty good idea of what a typical independent lard producer looks like.

Another question concerned the rendering methods used. Checking the two volume groups that are most numerous, it is clear that open kettle rendering and dry rendering together account for a substantial majority. These two rendering methods produce lard of similar type.

Other points covered by the survey included the refining techniques. There has not been sufficient time to tabulate these results for presentation here. These figures will be made available through Mr. Heinemann's office to interested NIMPA members a little later.

One of the greatest opportunities for gains in our industry lies in doing something about lard. The NIMPA Lard Evaluation Program was originated for the sole purpose of helping you "do something" about your lard.

Let's emphasize that by saying it another way. Of course, it will not, in itself, do anything about your lard. You must do that for yourself.

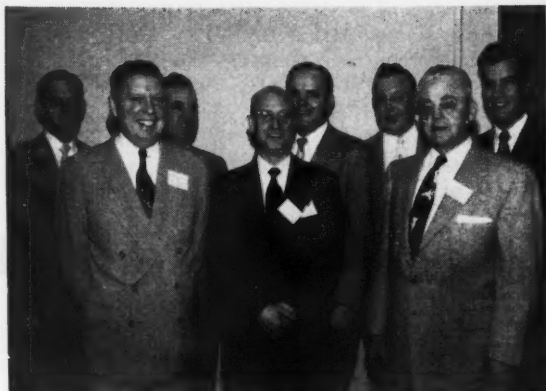
You are an executive. An executive needs tools to work with just as a butcher in your plant. If his knife is dull, he cannot make full use of his skills. This is true of you as manager of your business. The NIMPA lard evaluation program is designed as a tool, to make it easier for you to produce good lard in your plant.

By bringing your production people to understand the merits and defects of your lard, they can work together toward the mutual accomplishment of the job to be done.

Each participant in the program is asked to mail, once a month, a sample of his regular lard production. These samples are tested in our laboratory at Reliable Packing Co. I show you a general view of the new quarters we recently moved into. Outside of routine work of Reliable Packing Co., this laboratory and its personnel are devoted to the NIMPA lard evaluation program. Miss Jackie Thomas, who is chief technician in the laboratory, is a graduate chemist.

An important additional feature of the NIMPA lard evaluation program that could not be easily obtained by any in-plant laboratory is the comparison offered with the test results of other participants and non-participating competitors. Included on each report are test results for a number of "control" samples. These "controls" are samples of non-participating packer products purchased in markets.

The executive of a participating company may use this monthly report to see how he stands by comparison with



Casing division of the Cudahy Packing Co. was represented by: Front row, Frank Ryan, manager, Alex White and Steve Warren. Back row: L. Novachick, Claude Farmer, Vic Novak, Gib Krohm and G. W. Powlin.

the others in his efforts to produce better lard.

Charts are provided to each participant for graphing individual month-to-month progress. The arbitrary quality standards are shown on each chart.

You can see that, just as in golf, the game can be played against a previous "best" score, against the standard, and against the "opponents" or other participants. Duplicates of these program charts, kept in the laboratory, indicate the upward trend in product quality.

Now, I would like to take a few moments if you don't mind, to answer any questions that you may have. I will add frankly that we would like to solicit further participation in the program. The more participants, the wider the comparisons, and the more valuable it becomes to those who are in it.

WILBUR LA ROE: Will you state how many we have now participating?

JOHN THOMPSON: I can honestly say I don't quite know, but I think the number is 43.

WALTER NAUMER: John, you stated a while ago that one bread maker found that he had trouble with an odor. Do you say that is true of all of them?

JOHN THOMPSON: Obviously not. It was caused by one specific antioxidant, and I don't know which one it was.

WALTER NAUMER: But it is not true of all?

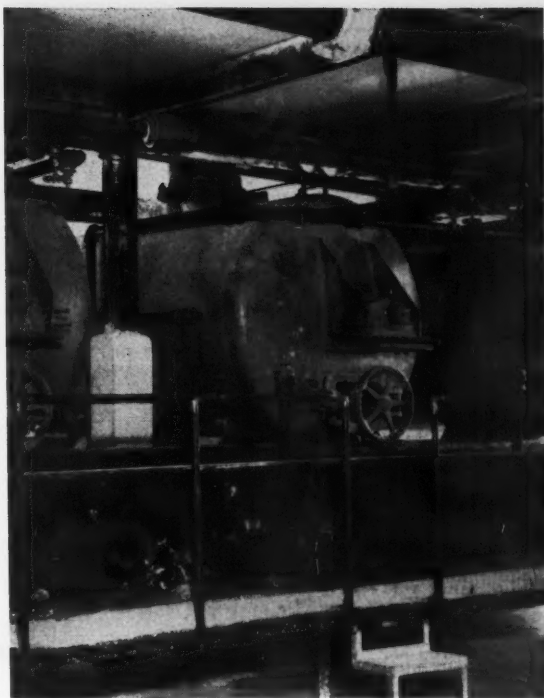
JOHN THOMPSON: It is not true of all. That would be unfair to manufacturers of good antioxidants. Please don't take away that impression.



Jack Wiebe, and Nick Beucher jr., president, Nick Beucher, sr., Bob Kern, George Naice, Elmer Nelson, and John Wilson, all of Packinghouse By-Products Co., Chicago.

Improve Fats, Oils in Your Own Plant

R. L. McTavish



FIRST OF ALL, let me thank you for the opportunity of talking with you. The subject of my talk was coined by C. B. Heinemann in Washington and he left it open for me to change if I saw fit. Yet, it is so interpretative by contrast, that I decided to leave the title as is—fats and oils of which there are too much, and profits, of which there are too little.

Exclusive of lard, the subject matter is common to two industries—rendering and meat packing. Each one turns out approximately 50 per cent of the production of inedible fats.

It is practically an impossibility to talk on any phase of this subject without talking on the others. They practically follow the same path in relation to supply and demand and in relation to international economics.

The subject broadens automatically to the related products of fats, dry rendered tankage, meat scraps, digester tankage, etc. The manufacturing of one means the production of the other. Moreover, the quality of one is the quality of the other.

In the rendering industry as separate from the packing industry, the products demand whole-hearted attention. In your industry these by-products are incidental to the sales of your major meat items. However, they represent a large part of your investment; they are your greatest steam and power consumers and they also demand a continual subsidy from your other operations because up to 50 per cent of the live animal cost sells for less than you paid, plus the additional processing charges.

It may appear that I digress occasionally from the subject matter, but look a little closer than the mere spoken word and try to integrate my own thinking into yours. Look on these products of ours as international materials balanced off against their use and potential

use in our own domestic economy. It is true that some of you may feel all of these commodities from your own plants are moving domestic-wise, but let me assure you that, collectively, approximately 25 per cent of your inedible fats are moving export. Also, let me assure you that some European countries are now on an export basis with their own excess production. This is not hearsay, but the result of "on the spot" investigation on my recent trip to Europe.

The export markets demand quality and they demand price. Just as the synthetics have contributed immensely to the visible supply of fats in this country, their continued use in Europe is having a similar effect.

In examining the quality of the lard and inedible fats on the Continent, I find that, by comparison, European products are generally much superior. Quality of hogs produced and manufacturing facilities combine to create this condition.

It is a travesty on American thinking that rumors of peace should undermine the prices of these commodities as well as others, and that rumors of war should raise them to astronomical heights. Is it possible that we now accept this thinking as commonplace and we fear the challenge of peace?

Is it possible that we do not look on this as an opportunity for further progress? Are we to assume that we have done everything that we can in regard to these commodities? Have we exhausted our thinking and must we accept the present status as inevitable?

It appears that those who use our products know more about them than we do. Is progress going to be made outside the industry and not within? This is a premise I cannot accept, for in essence it states that our initiative is lost.

I want to inject another thought into the picture.



R. L. McTavish, The Dupps Co., has given considerable thought to the problem of how to make money out of inedibles. He is an enthusiastic speaker on some of the most promising fields which research is uncovering for fats and oils.

Think it over carefully, for I sincerely believe it is a problem you will have to face. Measure in your own minds the ability of the United States to produce in relation to its ability to consume. The answer is obvious in an economy where the predominant thinking is of wars and rumors of wars. We can out-produce the world. However, transfer that thinking to a peace economy and I believe you find our ability to produce may be beyond our ability to consume. If such should happen to be a statement of fact, we will have to find and retain export markets or, as an alternative, produce in new product form these commodities for consumption within or outside our own economy. Consumption of meat is continually increasing, but the use of the by-products is generally declining. Mandatory and arbitrary price reductions in this field have made it possible to retain some semblance of balance, but this has also thrown a further burden on edible meat sales with resultant criticism.

Is it possible that consumers of our meat products are really not as critical of so-called high meat prices as we think, but that they are just unconsciously asking that we put more thought into research so that a more adequate balance is maintained?

Vegetable shortenings show a continual appreciation in values all the way down the line from the processor to the consumer, while lard shows a continual depreciation of values. Every pound of fat that walks into your

respective plants is a pure, white and unadulterated product. If it leaves your plant in any other condition, you made it that way.

In retrospect, look back on the familiar items within our industry that have taken a back seat to outside developments—bungs, middles, weasands and rounds—hides and skins—and fats and oils. We console ourselves with the statement that modern day merchandising has demanded the admission of some of these substitutes. However, their introduction throws the burden of disposal back to the rendering department. I do not condemn the use of some of these products, but the point I want to make here is that whenever you substitute for a natural packinghouse product, or whenever you face a ham or trim a loin, the sales advantages that may be gained constitutes a burden to some other product or department. Be careful industry-wise that you don't swap headaches.

Consciously, I have condemned the approach of substitutes, but down deep in my heart I knew that all I was doing was bucking the progress of others while knowing full well that progress was not within ourselves.

To some extent conversation in the industry rotates around the subject of criticizing the conduct and policies of others and of finding mental solace in a vague condition we describe as "circumstances." We appear quite often to demonstrate that one of our greatest attributes is to define actual conditions as static and, like the unsaponifiable in fats, largely uncontrollable. The only static conditions that permanently maintain themselves are those found in all natural laws. Every other condition is the result of creative or destructive thinking. Undoubtedly, you will find room for criticism in the remarks I have made so far. Question them in your own minds, if you must, but do not question my sincerity of purpose, as the situation is acute and demands a sincere and honest approach.

I have every respect for research and chemistry for they have taken our generally slipshod way of working, capitalizing on our lack of standardization, and have proved to the consuming trade that we have no product monopoly.

Let's get into the research end just a little and see what it faces. First of all, research is a hard taskmaster. From it you can find out what is good about your products, and it can also tell you what is bad. It demands infinite patience from everyone concerned, sometimes running into years, and the results will demand your

LEFT: Frank Ryan, manager, casing division, Steve Warren and Alex White, The Cudahy Packing Co., Chicago, Ill. CENTER: Harry Bobsin, president, Harry Bobsin & Co., Chicago; M. J. Salzman, broker, Chicago, and Sylvan Kadison, Bobsin-Kadison Co., Chicago.

RIGHT: Nicanor Gutierrez, president, Cia Emp. N. Gutierrez, S.A., Havana, Cuba; J. K. McKenerick, broker, Chicago, and Alberto Perusas, Cia Emp. N. Gutierrez, S.A.



own education and that of your prospective customers. It must improve your products to the extent that the new investments required will be justified, or it must reduce the cost of your operations. It must do either or both as the present rendering industry's thinking is not what we produce, but what we have left, monetary-wise.

Next, it demands some stabilization of the price structure. Work that might and could be done on the basis of 5c tallow could be completely lost should the market go to 10c. That one point alone has prevented others from investing research money. Shower curtains, bathing caps and slippers have been manufactured using the red oils as a base for an ingredient; thus the field of plastics is worthy of consideration. The addition of fat to dog and poultry feeds has distinct possibilities, but do not visualize this as being accomplished merely by leaving more fat in the D.R.T. The additional fat will be an added, stabilized material with characteristics that will prevent its decomposition in the presence of organic solids and moisture. There are many other possibilities that will come to the front as necessity or sheer desperation demand. I urge your strongest support in any program that will point out the way for further uses of fats.

It has always been a source of amazement to me that we in the industry define the market on meat scraps or tankage on a protein basis. In the case of 50 per cent protein, must we take this to mean the other 50 per cent of material present has no value? It is true that we accept that marketing status today since we have no alternative.

Is it not possible this other 50 per cent of material has value that might leave the protein with the incidental value? True, this type of thinking is a complete reversal of established procedures, but you must agree with me that the fat has calorific value and that there is biologic value present and certainly the phosphorus and calcium have tangible values. Bone meal sells for up to \$80 per ton, but in the form of meat scraps and tankage we give it away. Is there not a field here for both research and merchandising? We were frightened a few years ago by claims made in the biologic field that portended the elimination of meat scraps. Admittedly, the claims were fantastic, but they forced the industry into an examination of scrap. As a result we found we already had what the others claimed, but did not know about it. In one research group this value was computed at approximately \$32 per ton. Meat scraps and tankage must be made an integral part of every ton of feedstuffs produced; this should not be a variable percentage based on the whims of the soybean meal market.

In the field of new developments there are quite a few new ideas cropping up and there are also some old ideas that may be worthy of consideration. In fact, some of the new ideas embody the main principles involved in the manufacture of oleo stock: for example, low temperature processing to minimize the destructive end of the present rendering procedures. Let me explain that in conventional rendering methods the raw materials being rendered pass through two stages. First, there is simple dehydration. Second, is a destructive stage wherein all of the raw materials are broken down to a point which, in effect, is the initial stage of conversion back to old Mother Earth.

Check your tallow or your lard production through



TOP: Harold Levi, New York, and Martin D. Levy, Chicago, both of Berth. Levi & Co., Inc.; Joseph B. Slotkowski, president, Slotkowski Sausage Co., Chicago. Back row: Leonard D. Weill and Duke Reichenbach, Berth. Levi & Co., Chicago, and Leonard P. Slotkowski, general manager, Slotkowski Sausage Co.

BOTTOM: Seated are Earl Tomberlin, sales, Chicago; A. J. Granata, New York, and C. W. King, Chicago. Standing: Tom Townsend, Indianapolis; J. G. Scanlan, Chicago; and George H. Weed, St. Paul, all of Pure Carbonic, Inc.

the total processing procedure. Examine its quality as the cooking continues.

Compare the initial free fat with that produced at the end of the cook and then get ready for some surprises.

Check the tallow and the lard for their initial color; check smoke point and stability, even check free fatty acid. Check for the R and B determinations and you will find that as the processing was carried through to the correct finishing point, the quality depreciated. My present thinking along this line is that fats and organics must be produced at a temperature as close as nature made them in the first place and that if this is done, miracles will be accomplished.

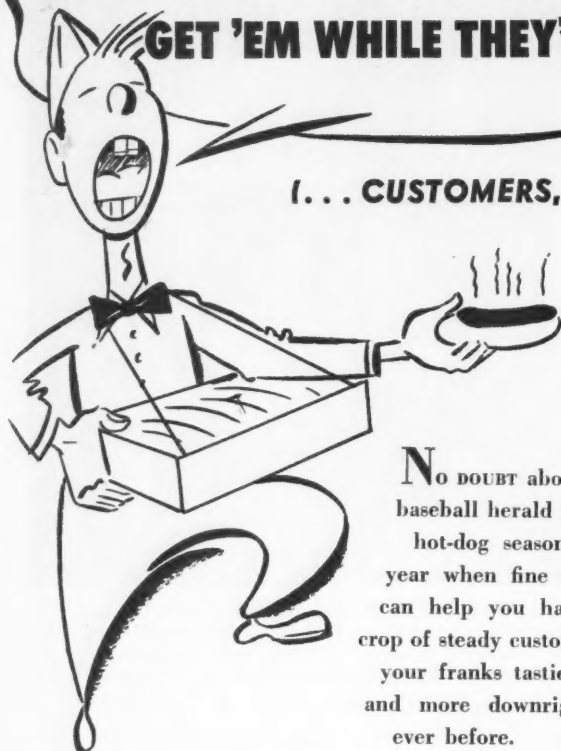
Can it be done? We have seen fats produced at temperatures not exceeding 60° F. in commercial quantities. Granted, there are many bugs to be ironed out, but I am sure that the natural inquisitiveness present in the research mind will solve the problem. Is it far away? Present indications are that it is, but it will come.

In both the field of development and in research it seems that we have neglected completely one essential condition. We have looked on the other side of the fence a little too much and have not taken the time to consider what we can do with what we have to improve the pres-

(Continued on page 149)

Custom-made Franks

GET 'EM WHILE THEY'RE HOT!



(... CUSTOMERS, WE MEAN!)

NO DOUBT about it . . . April and baseball herald the approach of the hot-dog season. It's the time of year when fine Custom ingredients can help you harvest a sweet new crop of steady customers . . . by making your franks tastier, more appetizing, and more downright satisfying than ever before.

You'll be surprised at what Custom Seasonings and Binders can do for this national food favorite . . . at any time of the year. They bring out all the rich meat flavors that make hot dogs so popular, giving them a new-found heartiness and full-bodied taste appeal that customers really go for, and they never cover up *natural* flavor. Instead, they make *all* your franks uniformly good . . . juicy and tender in every bite.

More than that, these wonderful Custom products and Custom Complete Cures have the necessary enrichers and stabilizers that eliminate grease pockets. Thus, your franks never have that "fat" taste . . . are always fully, easily digestible.

Try Custom ingredients in your franks now. Then, watch your customers clamor for more. (Better see your Custom Field Man soon. He has all of these and many other helpful tips to pass on to you.)



Custom FOOD PRODUCTS, INC.

Manufacturers of Quality Foods & Food Ingredients

701 - 709 N. WESTERN AVE.

CHICAGO 12, ILLINOIS

THREE FULL DAYS OF WORK AND PLAY

1. John Grable, W. E. Oliver and Harry Mackinson, all of Afra Corporation, Chicago.
2. Charles V. Franklyn, president, and Natalie O. Wilkinson, vice president, both of Mound Tool Co., St. Louis.
3. Harry Freedman and Frank J. Luebke, Midwest Textiles Inc., Cincinnati.
4. Mrs. and James E. Carell, president, Carell Sales Co., Cincinnati.
5. J. A. Venable and W. H. Bright, Fearn Foods, Inc., Franklin Park, Ill., and W. N. Dixon, White Packing Co., Salisbury, N.C.
6. J. L. Arthur, and S. A. Mayer, secretary, both of H. J. Mayer & Sons Co., Inc., Chicago, and Phil J. Priess, The Glidden Co., Chicago.
7. R. R. Dwyer, convention manager, and Frank S. Topper, assistant convention manager, Griffith Laboratories, Inc., Chicago.
8. Valmore Ouellette and Richard Nathan, both of Wrap-King Corp., West Springfield, Mass.
9. I. G. Potts and M. C. Dakin, H. J. Mayer & Sons Co., Inc., Chicago.
10. Mrs. and Sami S. Svendsen, casing broker, Chicago.
11. A. E. Kern, Western Waxed Paper Co., Los Angeles, and Dick Mullinix, Mullinix Packages, Los Angeles.
12. Bill Collar, Larry Tauber, vice president, and Don Barraca, Transparent Package Co., Chicago.
13. Hank Lotka, sales manager, L. E. Houck, assistant general manager, and C. W. Whitford, district sales manager, The Visking Corporation, Chicago.
14. Mr. and Mrs. C. Frank and S. A. Granche, Famco division, Allen Gauge & Tool Co., Pittsburgh.
15. Fred W. Stothfang, vice president, Cincinnati Butchers' Supply Co., Cincinnati, and E. C. Steiner, president, Kentmaster Mfg. Co., Los Angeles.
16. K. C. Hamelink, assistant to the president, and J. Olsen, both of H. G. Weber & Co., Inc., Kiel, Wis.
17. M. A. Foran, Foran Spice Co., Milwaukee, and Bill Fredericks and Bob Handley, both of Transparent Package Co., Chicago.
18. Samuel Barliant, Barliant & Co., Chicago, and H. C. Sagle, Locker Equipment Sales, Aurora, Ill.
19. Mike Deming and Mike Krause, both of Independent Casing Corp., Chicago.
20. Roy Carrell, Enterprise Incorporated, Dallas, Tex., and J. A. Little, Southland Provision Co. of Florida, Palatka, Fla.
21. A. D. Lightfoot, E. G. James Co., Chicago, and E. C. Pfaffhausen, president, Industrial Air Conditioning Systems, Chicago.

OF

Harry
n, Chi-

t, and
t, both

uebbe,

ident,

Fearn

W. N.

, N.C.

secre-

as Co.,

, The

r, and

n man-

chicago.

athan,

Spring-

H. J.

casing

er Co.,

ullinix

presi-

t Pack-

L. E.

r, and

anager,

S. A.

uge &

resident,

Cincin-

Kent-

e presi-

Weber

o., Mil-

Hand-

ge Co.,

o., Chi-

Equip-

e, both

chicago.

orporated,

uthland

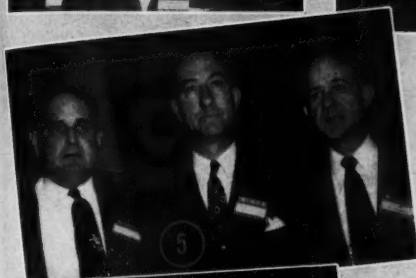
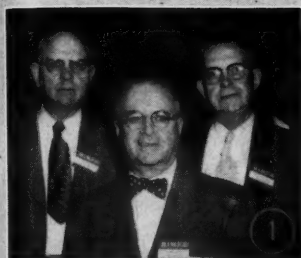
Fla.

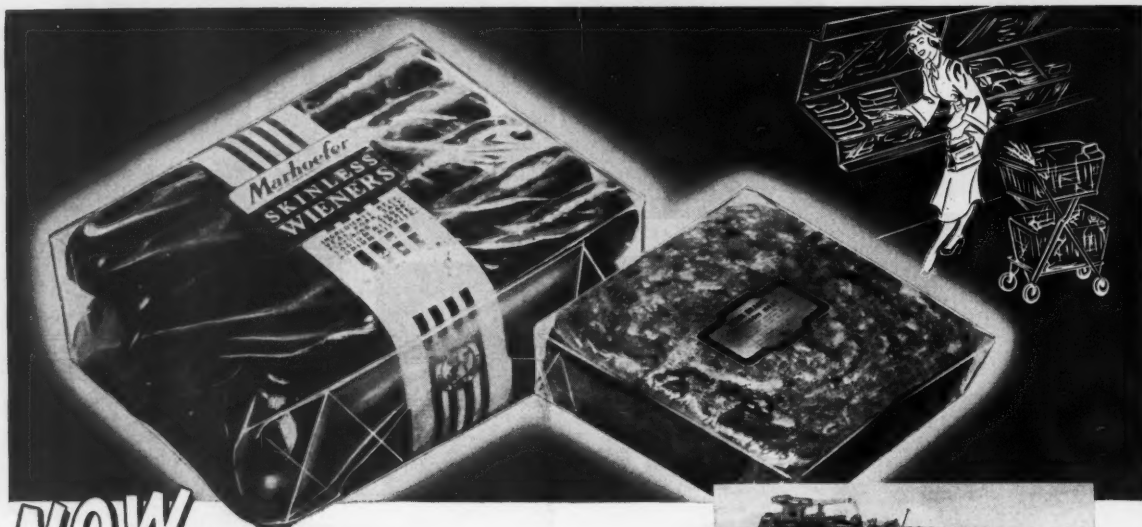
es Co.,

presi-

systems,

9, 1953

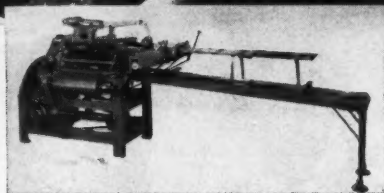




NOW

**THE MOST PROTECTIVE PACKAGE
OF ITS KIND...**

wrapped on the *Hayssen* V-TYPE UNDERFOLD



A Natural for Meat Packers—This outstanding new development in wrapping gives you the most moisture-proof package ever made. It means extra protection for perishable foods like wieners, luncheon meats, sausages, and similar items, particularly for self-service super markets. It gives you a neat, tight, better-looking package with longer retention of flavor and freshness, no chance of dryness in your product.

The Hayssen V-Type Underfold wraps almost any size or shape of meat product... *without the need for U-boards or trays*. It avoids excessive discoloration of the wrapping material. The Hayssen V-Type Underfold is rust-proof construction which protects the machine in damp meat-packaging conditions. Completely equipped with vacuum-type card feeder and roll-type labeler. Electronic registration for printed wrappers.

COSTS HALF WHAT YOU'D EXPECT... PAYS FOR ITSELF QUICKLY

Like all Hayssen machines, the V-Type Underfold saves you about half in first cost. Wraps 30 to 45 packages per minute and gives you that

smooth, dependable, high-precision service that has won top place for 42 years for Hayssen Wrapping Machines.



Hayssen MFG. COMPANY

Dept. NP-5, SHEBOYGAN, WISCONSIN

Since 1910, One of the World's Largest Manufacturers of Wrapping Machines

WRITE for full details. Tell us your wrapping problem... we have the answer.



BAKED GOODS



MEATS



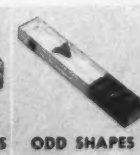
TEXTILES



VEGETABLES



FROZEN FOODS



ODD SHAPES



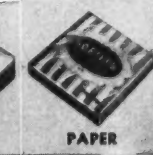
CANDY



ICE CREAM



DAIRY



PAPER

Don't Wait; Use a Good Cost System

Cletus P. Elsen



I WOULD like to comment on what I consider the fundamental causes of the poor operating results in our industry. I will call your attention to several accounting factors often overlooked which cause losses, and what we can do to correct this situation.

I would also like to point out that a good cost system is not too complicated or not too expensive.

Operating results in our industry in the past two years have been particularly bad, especially when compared with the extremely large profit margins in other industries. This condition is not new; it has existed during the 25 years I have been in the industry.

Throughout this period there has been a new set of excuses. If it isn't OPS, it is OPA; if it isn't OPA, it is subsidies or processing taxes or the AAA. Hog prices are either too high or too low. We have periods of losses when we have large receipts the same as when we have poor runs of livestock. There is no consistency to the pattern.

It is high time that we do something to improve our profit margin. Obviously, one company or a dozen companies cannot change the conditions under which we operate. It will take a complete change in our industry thinking and philosophy.

I may be sticking out my neck in making this statement, but I firmly believe the major cause of our troubles is that we are too volume conscious and not enough cost conscious.

We are so concerned with volume and sales that we completely ignore or overlook the most important factor of product costs. Until we become less volume conscious and recognize product cost and the effect that volume has on product cost, we will always be finding excuses.

Reading the financial statements of the major companies in our industry during the past two years would

be amusing if it were not too tragic. Time and again we read from packers' financial reports of the dollar sales and sales volume being higher than the previous year, the highest on record, but the percentage of profit was less. The condition does not apply to all companies. Some companies are consistent moneymakers. There must be a reason.

Blinded by that often repeated story that the success of the industry is based on volume, many of us have built our ideas on a volume which at times is impossible to attain because of lack of livestock receipts in our areas. How many of you have figured the results on that extra hundred head of cattle or thousand head of hogs you have insisted on buying even though they were not obtainable in your own back yard?

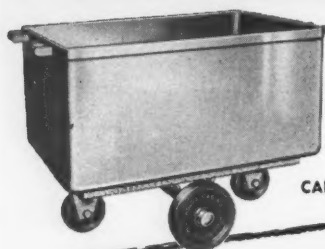
Since you were forced to go into markets a considerable distance away, you lost control of what you bought and, in addition, you may have had a surplus of some products you had to sell at a discount resulting in a loss. If you make this analysis you may be surprised to find that the loss on this additional kill far exceeds any potential saving you may have experienced in reduc-



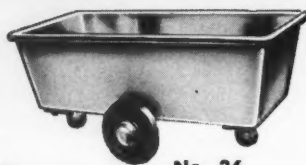
Cletus P. Elsen of The E. Kahn's Sons Co. has become well known as an outstanding accountant in the meat packing industry. He claims that to make greater profits, management must know costs from day to day.

STANcase

STAINLESS STEEL EQUIPMENT



No. 48
CAP.—1,200 LBS.



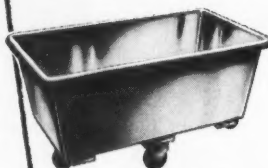
No. 36
CAP.—800 LBS.

LIFETIME EQUIPMENT

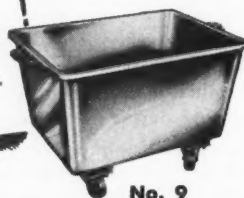
*Fully Approved by
Health Authorities*

THESE STANcase STAINLESS STEEL UNITS are ruggedly constructed for lifetime service to highest quality specifications. Inside surfaces are seamless. Carefully engineered with generously rounded corners; maintained sparklingly clean and sanitary with minimum labor.

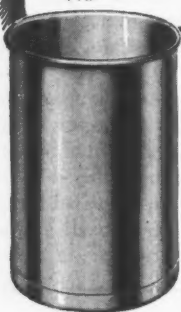
Manufactured by
THE STANDARD CASING CO., INC.
121 Spring St., New York 12
Distributed in Canada by: FRAN-ESSE SALES & AGENCIES,
170-2308 Mount Royal Ave. East, Montreal, Quebec



No. 18
CAP.—500 LBS.



No. 9
CAP.—225 LBS



STANcase STAINLESS STEEL DRUMS

NO. 30 — 30 GAL. CAP.
NO. 55 — 55 GAL. CAP.

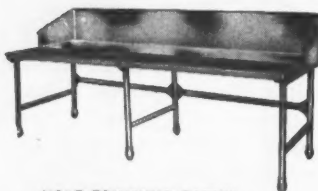
Ruggedly constructed of 16 ga. Stainless Steel. Inside surfaces are seamless.

COVERS AVAILABLE

WRITE FOR DESCRIPTIVE LITERATURE.



No. 96
CAP.—100 LBS.



MEAT TRIMMING TABLES
Available in all standard sizes.



SAUSAGE STUFFING TABLES
Available in all standard sizes.

tion per unit of overhead cost resulting from the increased volume.

The one and only answer to this situation is to know what you are doing. The knowledge can only come from an accounting system which will give you the information. There are still too many companies in the meat industry who know little or nothing about their costs, and are oblivious to all types of cost systems available. This is particularly true in regard to keeping records which will enable them to determine their product costs.

Too often the cost figuring in the industry is done on the back of envelopes or other types of un-coordinated records. By applying good accounting techniques, using estimated figures and projections, and keeping them under constant adjustment, a very effective system of controls can be developed.

When the subject of installing a cost system is mentioned to some companies, we hear answers like: "I am not interested nor do I need costs worked out to the fineness of a gnat's whisker." "I could not afford a set-up like that, as I have a small business."

There may be some truth in these statements, but to accept them and ignore the obvious benefits to be gained by knowing your costs is like an ostrich burying his head in the sand.

The clerical cost of a good accounting system may seem prohibitive to a small packer and his plant layout and equipment facilities may make it a little difficult to secure cost information needed as to yields, etc. Upon investigation, even the small packer will find that an accounting system which will give adequate accounting facts is not too expensive. These records need not be elaborate. If exact accounting records are not available, reasonable estimates can be made.

The large companies, because of their volume of work and number of employees, may be forced to hire a high-priced accountant to install and supervise the work. You may not be able to afford to employ this type of man. It may not be necessary in a small organization as you may be capable of directing the work yourself. You may not consider yourselves accountants, but you know how to figure costs and know your business better than a person not familiar with it.

The result of inadequate accounting information is the tendency to follow the market and base selling prices, cost

figures, yields, etc., on averages other than your own. This is inviting disaster. This leads to the adoption of or resignation to the theory that the "market or competition determines the selling price of the product regardless of cost." Accepting this theory is a quick way to business failure. This is a perfect example of the tail wagging the dog instead of the dog wagging the tail.

Any company which has survived in business to date should be enough of a factor in its own sales area to be able to set its sales prices on its own costs rather than on competitors' selling prices.

There is little doubt that the failure of many companies to keep product cost records is a major contributing cause of the poor profit records of the meat industry. Product costs are all important, but too often are the neglected stepchild. Knowing product costs and using this information as a guide for selling price determination is one of the most important factors contributing to a successful meat operation.

Keeping up-to-the-minute product costs—and I mean minute, not daily or weekly—is the key to successful operations, the difference between profit and loss.

Conditions in the industry, such as perishability of the product, difference in quality, trim, etc., make it inevitable that there will be variations in prices between areas and in the same locality. As a result we often hear this standard complaint:

"What good is a cost system enabling me to know my costs, when my competitor constantly sells meat at prices I know are far under my costs?"

A good accounting system with a capable man in charge will pay its costs many times by expense reduction, by better all around control, enabling management to do a better buying and selling job. It will eliminate many loss transactions by knowing product costs and thereby channeling the products to their greatest realization.

The first and most important step in a good accounting system is to provide a set of accounts which will enable you to determine a periodic profit or loss by major operating departments. Other information is also needed to enable a company to know its day to day operating picture. By "periodic," I mean at least once a month. By "major operating departments," I mean

MORE ELSEN on page 132

speed up - dress up -

YOUR PACKAGING FOR IMPULSE SALES

PRODUCE EYE-APPEALING PACKAGES AT AMAZING SPEED OF 3 UNITS PER SECOND!

Yes — and numerous special installations are running as high as 300 per minute! Machine wraps single or multiple item units in neat, square cornered packages that stimulate product interest — prompt buying action. You cut packaging costs, too, with reductions in labor and materials.

Most installations require only one person for both feeding and operating machine. Unless specially desired or actually needed, products are beautifully wrapped without boards or stiffeners.

"Float" wrapping is the answer. Any type wrapping material may be used — with preprinted labels accurately positioned. Likewise, any type of automatic feed and wrapper sealing can be employed—including hermetical sealing.

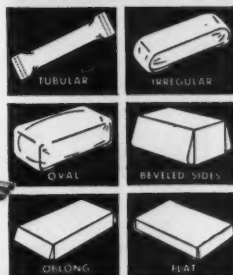
If you want speed and improvement in your packaging, investigate the Campbell Wrapper today!



New York
office
55 West
42nd St.

Wraps—

FROZEN FOODS • SOAPS
PREPACKAGED MEATS
CRACKERS, COOKIES AND
BAKERY GOODS • FOOD
PRODUCTS • CANDIES •
CONFECTIONS • FRUITS •
PAPER PRODUCTS • ICE
CREAM NOVELTIES • FILM
MEDICINE DROPPERS
CIGARS • BANDAGES
PHARMACEUTICALS
DRUGS • MACHINE PARTS
AND 101 MISCELLANEOUS
PRODUCTS.



We are contributing to the nation's defense program by providing a large part of our increased production facilities for building precision armaments. Civilian orders are filled on a reasonable time basis only.

Campbell WRAPPER

HUDSON-GRANT MACHINE CO. • GREEN BAY, WIS.

Manufacturers of Aniline and Gravure Presses, Folders, Interfolders, Laminators, Waxers, Embosers, Slitters, Sheeters, Roll Winders, Packaging Machines, Crepers and Tissue Converting Units.

Write for fully illustrated brochure.

better bet for edible meat products

Chase Bags

SAUSAGE BAGS

...better looking, sharper printing, strongly sewn—with or without greaseproof liners—in sizes and shapes to fit your exact needs.



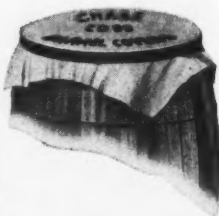
POLYETHYLENE LINERS

...for bags, drums, barrels and boxes—complete protection for your product—also POLYTEX Bags for all purposes.



CD 99 BARREL COVERS

economical...two sheets of heavy-duty crinkled waxed kraft paper, firmly cemented together to provide *durable and complete* protection for your shipments. Crinkled paper meat covers protect shipments from outside contamination. These CHASE products meet U. S. Department of Agriculture regulations.



Over 100 years' experience in making better bags. Your assurance of quality when you order from CHASE.

SINCE
1847

CHASE BAG COMPANY

GENERAL SALES OFFICES: 309 W. JACKSON BLVD., CHICAGO 6, ILL.
30 BRANCHES AND SALES OFFICES STRATEGICALLY LOCATED



BETWEEN THE SESSIONS

1. Phil Raymond, sales manager, Sellers Injector Corp., Chicago.
2. Olive E. and R. B. Brown, Modern Equipment Co., Greenville, S.C.
3. H. B. Howe, president, Howe Ice Machine Co., Chicago, and W. A. Gebhardt, president, Advanced Engineering Corp., Milwaukee.
4. Frank Horwitz, sales manager, General Machinery Corp.; Fred Wurl, president, Frederick T. Wurl Advertising Agency, Milwaukee, and David Horwitz, president, General Machinery Corp., Sheboygan, Wis.
5. Myron Snyder, Myron Snyder Brokerage Co., Boston.
6. V. Disch and C. W. Hess, president, Speco, Inc., Schiller Park, Ill.
7. John J. Henneberry, Chicago, and A. E. Niedt, St. Louis, Mo., both with Steelcote Mfg. Co.
8. Wm. E. Tench, Chicago, and W. H. McCormac, Cleveland, both with V. D. Anderson Co.
9. Fenton J. Dowling, American Can Co., Chicago.
10. Bob Tartow, Standard Casing Co., New York; Max Friedman, president, Premier Smoked Meats, Brooklyn, and Daniel Koss, secretary-treasurer, Standard Casing Co.
11. J. P. Louderman, Ward Equipment Sales, Chicago.
12. Thomas McAlpine, Interstate Motor Freight Systems, Chicago, and George L. Bowen, Refrigerated Transport Co., Inc., Chicago.
13. "Mac" McCray, Scott M. Graham, and Boz Huff, all of Koch Supplies, Kansas City, Mo.
14. Charles B. Jensen, Atmos Corporation, Chicago.
15. Herbert F. Tiffen, Kurly Kate Corp., Chicago, and Ray Beerend, president, Basic Food Materials, Inc., Vermilion, Ohio.
16. Albert J. Kramer, Pavia Process, Inc., Washington; M. J. Sheffield, treasurer, Shen-Valley Meat Packers Inc., Timberville, Va., and Charles Pavia, Pavia Process Inc., New Market, Va.
17. W. F. White and Arthur Wacholz, both of Basic Vegetable Products, Inc., Chicago.
18. Ed. Hendricks, Rod Reinbold and H. B. Dignall, all of E. G. James Co., Chicago.
19. E. G. Petersen, Rhinelander, Wis., and R. A. Wesley, Chicago, both with Rhinelander Paper Co.
20. Albert O. Steckman and Maynard Tipper, both of Tipper Tie, Inc., Union, N.J.
21. W. A. Scheurer, Exact Weight Scale Co., Columbus, Ohio.
22. Robert P. McBride and P. A. Schuster, both of Fearn Foods, Inc., Franklin Park, Ill.

NS
Sellers

modern

e Ma-
hard,
Corp.,

Gen-
presi-
Agen-
presi-
thebo-

roker-

sident,

A. E.
eelcote

W. H.
V. D.

an Co.,

g Co.,
t, Pre-
Daniel
Casing

ipment

Motor
orge L.
, Inc.,

m, and
Kansas

oration,

Corp.,
t, Basic
Ohio.

s, Inc.,
asurer,
Timber-
a Proc-

acholz,
, Inc.,

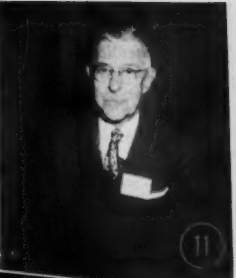
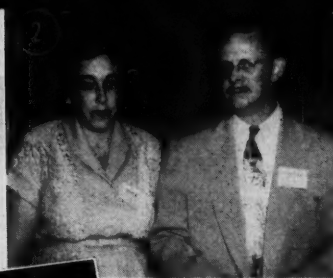
d and
es Co.,

is, and
Rhine-

rd Tip-
n, N.J.
t Scale

Schus-
ranklin

9, 1953





LEFT: Harry Homer, Milprint, Inc., Philadelphia; E. K. Wetzel, vice president, Stark, Wetzel & Co., Inc., Indianapolis, and Jim Baker, Baker, Johnson & Dickinson, Milwaukee.
 CENTER: A. B. Hoffman, superintendent, and James C. Sheppard, general manager, Owen Bros. Packing Co., Meridian, Miss., and Herb Altheimer, Independent Casing Co., Chicago.
 RIGHT: Herb Strauss, Independent Casing Co.; Loretta Eckrich-Fritz, purchasing agent, Peter Eckrich & Sons, Inc., Ft. Wayne, Ind., and Al Peters, Milwaukee Spice Mills, Milwaukee.



Representing John E. Smith's Sons Co., Buffalo, N. Y., at the Convention were (seated): Herbert L. Hunn, treasurer, Buffalo; Harold Schaller, chief engineer, New York, and Ed Vail, New York. Standing: Jason B. Sabeau, vice president, Boston, and George Brendel, Brooklyn.

beef, pork, sausage and processed meat. There are many packers in the country who find it advantageous to prepare weekly profit and loss results. This may not be necessary if cost tests by lot and by products are figured constantly.

The second important step is to itemize your records in sufficient detail so as to enable you to set up standards for yields and expenses. These records should be sufficient to enable you to determine your own product costs instead of basing your selling prices on your competitors' prices.

Management must have all of this information available promptly. Profit and loss results submitted several weeks after closing have lost their

value. Product costs must be at your fingertips. This can best be accomplished by the use of standards or an average yield expressed in percentage and an average expense expressed per pound of product. Expenses should be itemized in particular for labor costs, selling, delivery and overhead expenses. These standards will not only provide information for figuring product costs, they will also provide control information which will disclose poor product yields, excessive labor costs and other increases in expenses both direct and indirect. Only adequate and timely cost information provides accurate checks of practices resulting in excessive costs. Good supervision can

avoid and correct waste, but cannot do the job alone.

Operating expenses and overhead will vary greatly between companies within the industry. Yields and operating procedure, as well as processing equipment, will cause major variations in product costs. Your product costs may be lower or higher than your competitors. You must know your own conditions if you are going to operate successfully. The average packer can overcome inefficient operation, lower yields and higher expenses by knowing what he is doing and securing higher prices for his products. Higher prices can be obtained by producing a superior product, by giving more service or by doing a better selling job.

The reports that are required for adequate profit control are not too many and not too complicated.

First, we should have a monthly or weekly profit or loss statement by operating departments. This may be elaborated on; for example, a more detailed expense analysis may be desired. Expenses could be briefly itemized as to labor, overhead, supplies, administrative, selling and delivering expenses.

A hog cutting test should be figured daily by each weight average, not one



Mike Baker, E. Hertz, Bob Sachs, Al Freud and Walter Wozniak, all of Borth-Levi & Co., Chicago.

"100% satisfaction" from **KOCH** SERVICE"

says Fred Ohse, owner of Ohse Meat Products Co., Topeka, Kansas

Mr. Ohse's approval of KOCH engineering, service, and products is just an example of one satisfied customer out of many hundreds. There are other KOCH customers all over the world ready to make similar statements.



Mr. Ohse and his son Virgil Ohse, purchasing agent for the firm.



Ohse Meat Products Company

SPECIALISTS IN LUNCHEON MEATS
208 W. KANSAS AVE. TOPEKA, KANSAS

Koch Supplies
Gentlemen:

March 19, 1953

We've had dealings with Koch for over 15 years, and found that it's a firm we can depend on. We've worked pretty hard to build up our business here in Topeka. It's been a big help to know where we can get equipment and supplies, of the kind we want, at the time we need them.

For 5 years we've used Koch automatic smoking equipment to smoke all our frankfurters, lunch meats, and meat specialties. When we came up with a smokehouse that regular Koch equipment wouldn't fit, Koch smokehouse engineers designed a special unit for us. So far, we would say we've had pretty close to 100% satisfaction from Koch service.

OHSE MEAT PRODUCTS COMPANY

Fred Ohse

Fred Ohse

KOCH has a staff of registered professional engineers ready to help YOU with:

Processing problems
Layout problems
Equipment problems

No charge or obligation for KOCH cooperation. Prompt personal service with careful attention to detail.

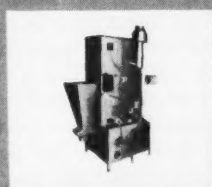
Do you have the latest KOCH General Catalog?

KOCH SUPPLIES

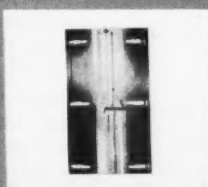
2520 Holmes St.

Kansas City 8, Mo.

Telephone VICTOR 3788



Smoke-Tender Unit



Smokehouse Doors



KOCH Kettles



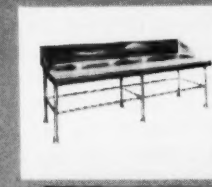
KOCH Smoke Chest



Smokehouse Trucks



Sausage Cooking Vat



Trimming Tables



Stuffing Tables

CONTROLLED MANUFACTURE every step of the way...



....that's JULIAN!

JULIAN SMOKEHOUSES deliver trouble-free, dependable performance right across the country! Controlled manufacture by experienced JULIAN personnel in JULIAN'S own shops and foundry means *guaranteed top performance!* Keep your production moving smoothly . . . and on schedule . . . the JULIAN way!

Uniform temperatures in the Smokehouse. . . therein lies the major factor behind JULIAN's nation-wide popularity. Ever since originating "varied flow" smokehouse air conditioning JULIAN's prominence in the field has continued to win the acclaim and endorsement of packers everywhere! For the *proven* best "buy" . . . buy JULIAN!

Contact Julian today!

JULIAN ENGINEERING COMPANY

Originators of the Patented Alternating Damper-Smokehouse

Manufacturers and Contractors: Smokehouses, Process Piping and Refrigeration

5445 NORTH CLARK STREET • CHICAGO 40, ILLINOIS

Mfg. Licensee — Canada: McLean Machinery Co., Ltd., Winnipeg
Distributors of the MEPACO "TIPPER" Automatic Smokemakers

test for all averages. You should break them down into the 140- to 160-, 160- to 180- and 180- to 225-lb., and on up the line.

Another important thing is to determine our own yields, and not base this test on figures taken from trade magazines. Most of you are undoubtedly preparing daily cost tests by lots on all carcass beef. In conjunction with that, I would like to make this comment. It is mighty important, in valuing your by-products, that you don't use the value of the top realization you have. Be a little bit conservative in pricing these products. Don't price everything at the top of the market.

A cost test for each processed product should be prepared. This test should be set up in such a way as to enable you to prepare a periodic recap of profit or loss on each item sold. These tests can be varied and easily made up if you use standards for yields and expenses.

Another type of report which is important and should be available for all joint products is a report we prepare on carcass beef, breaking it up so we know the realization on every major cut of beef produced. This form shows a breakdown for hindquarters and forequarters, briskets, boneless cuts, and so forth. These are figured at least once a week, and they are available so if there is any major break in the market we can figure them promptly daily or almost any time.

In preparing these reports on profit or loss statements for all processed products, we figure those every week and make a standard profit and loss sheet on all processed items. This profit and loss sheet is figured throughout the week if necessary, if there are any major changes in the market.

Yields are probably the most important of the standards used. Since it is not practical or possible for a small company to weigh all its products in the various processing stages, companies must rely on tests to determine their processing yields. Standard yields can be set on the basis of tests. The plural "tests" are used as enough tests must be made so as to determine a fair average. They must be kept current and up to date, and must reflect any changes in processing procedure.

Yields should always be expressed as a percentage. This is the only figure which is of any value for comparative purposes. Records of tests may be preserved and filed in a standard loose

d break
0-, 160.
d on up

o deter-
ase this
e maga-
ubtably
s on all
ith that,
nent. It
ng your
use the
ou have.
pricing
everything

ed prod-
his test
ay as to
ic recap
m sold.
d easily
r yields

h is im-
e for all
prepare
o so we

major
s form
quarters
boneless
figured
hey are
or break
e them
ime.

n profit
ocessed
y week
nd loss
. This
through-
ere are
et.

impor-
nce it is
a small
ucts in
, com-
termine
d yields
s. The
gh tests
e a fair
current
ect any
e.

pressed
figure
parative
be pre-
d loose

leaf binder. It is wise to record the date of the test, weight average as well as the original starting weight. Tests made to determine product yields are also a means of making labor studies.

In setting a standard yield, one must consider the purpose for which it is to be used. If used to judge the efficiency of a production department, such as a smoke yield from cure, it should be on the high average to insure maximum production. If it is to be used in figuring cost of products or determining selling prices, it should be on the low end of the average. If possible, always have some safety margin in your calculations of product costs. For example: If the tests indicate a yield of from 88 to 90 per cent, it would be wise to use the 88 per cent figure in determination of the product cost and 90 per cent for a goal for the smoker to obtain.

The following important factors are often overlooked in determining yields: Holding shrink, selling shrink, returned product, No. 2 product and variation in yields of different averages of the same product.

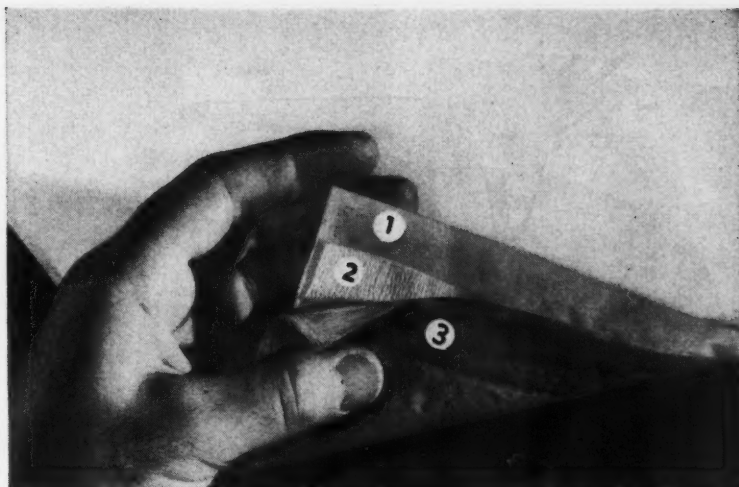
In many cases these factors are not overlooked but adequate allowance is not made.

Holding Shrink. Since meat products continue to shrink as long as they are held, an allowance for holding shrink must be provided. Whether 24, 48, 72 or 96 hours should be used must be determined by conditions in your plant. The loss will vary between the different products and wrappers.

Selling Shrink. Since meat is not weighed to the customer by the ounce, a considerable loss occurs because of the fractions of a pound dropped in figuring sales invoices. Weighing products for small orders, such as one or two hams on an order versus one weighing of a tree of hams of approximately 500 lbs. (weight used for determining smoking shrinks) will result in a definite weight loss for which an allowance must be made.

Returned and No. 2 Products. Since it is inevitable that a small percentage of products will be returned and that in normal processing operations there will be a small percentage of No. 2 products which must be sold at a discount, an allowance for this can best be reflected in the standard yields.

Variations in Yields of Different Averages. Another important point often overlooked is the fact that there is a major difference in processing yields



Reg. U.S. Pat. Off.

Paterson TRIP-L-WRAP gives you **THREE wrappers in ONE!**

*New, quick way to
package HAM and BACON*

Here is a wrapping unit for smoked meats that saves time by speeding up packaging operations all down the line. With Paterson Trip-L-Wrap there is no collating, no fumbling with loose sheets. There's only one shipment to receive and check, one bundle to handle, and only one inventory to check and stock. Paterson Trip-L-Wrap is a complete unit bound together at one edge with adhesive. It consists of:

- 1 **Outside wrapper of high wet-strength, grease-resisting Pataparchment printed with the packer's own design**
- 2 **Middle wrap of absorbent paper**
- 3 **Inner barrier of the new highly grease-resisting Pataparch 27-21T**

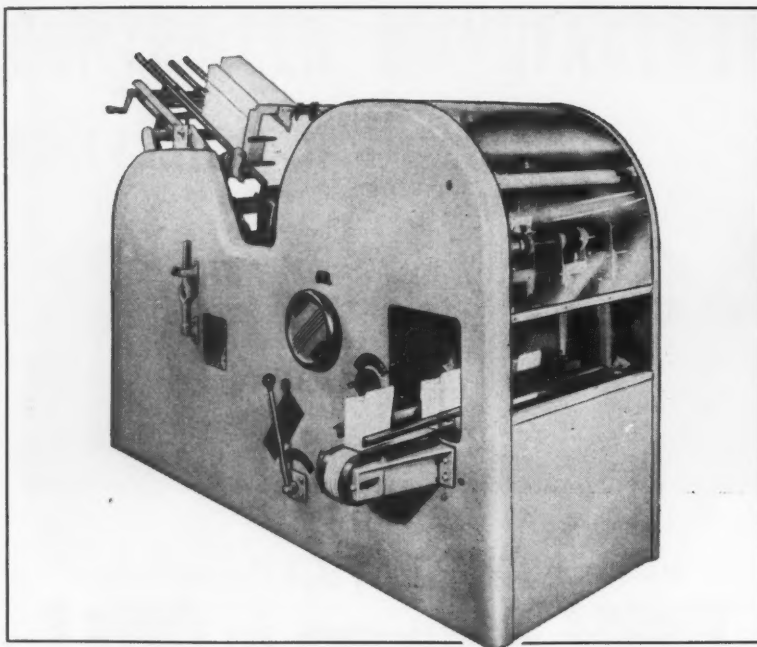
The popular sizes of Pataparch Trip-L-Wrap are 28" x 28", 32" x 28", and 24" x 36". Write for testing samples and prices.

Ask us about the types of Pataparch for wrapping butter, sliced bacon, lard, sausage, tamales and many other uses in the meat industry.

**Paterson Parchment
Paper Company**

Bristol, Pennsylvania
West Coast Plant:
340 Bryant St., San Francisco 7, Cal.
Sales Offices: 122 East 42nd Street,
New York 17, N. Y. 111 West
Washington Street, Chicago 2, Ill.
Headquarters for
Vegetable Parchment Since 1885

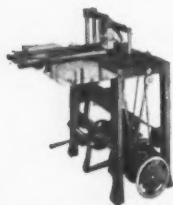
Pataparch®
Vegetable Parchment
HI-WET-STRENGTH • GREASE-RESISTING



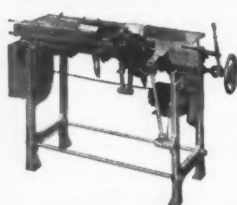
To buy improved packaging ...buy Peters Machinery

Now Peters offers you new ways to improve lard and shortening packaging . . . presents new opportunities to speed up operations and reduce packaging costs.

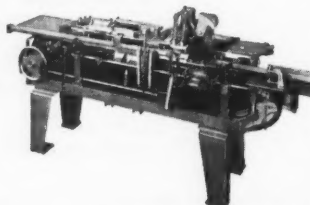
The new Model SE Lard Carton Forming & Lining Machine shows you what we mean. Add to that the proved, always reliable Peters Way of Packaging. The profitable total is



Peters Junior Forming & Lining Machine meets average production requirements.



Peters Junior Folding & Closing Machine—"battery mate" of the Junior former.



Peters D & W Type Senior Folding & Closing Machine for high speed, automatic operation.

improved packaging at lower cost



Machinery Company

4704 Ravenswood Avenue
Chicago 40, Illinois

In business to help you package your products better—
since 1899

For complete information and specification data, tell us your problems and requirements. Write, call or wire.

between different averages of the same product. For example, a 6/8 lb. bacon belly will shrink considerably more in smoking than a 14/16 lb. belly. Therefore, we cannot use an average smoking shrink in all sizes.

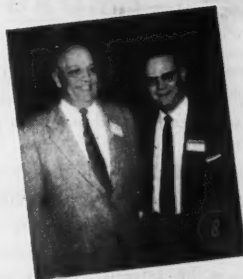
Standard labor costs are probably next in importance to product yield. To those who have an incentive system in effect, labor standards for products are probably not too much of a problem. The fact that a company does not have labor standards as set up by time study engineers should not deter it from making its own. The standards would not be too far off from those prepared by the slide rule experts. Determining your own labor standards may reveal labor inefficiencies which, if corrected, would more than repay the packer for his efforts.

A detailed explanation as to how this should be done need not be made here. All one needs is an average knowledge of the operation plus some plain common horse sense. Each company and each product is a separate problem. A reasonable breakdown of labor by major operating departments should be kept even by the small packer. A sincere effort should be made to keep payroll records so as to show separate labor costs for such departments as beef kill, fresh pork, curing, smoked meats, cooked meats, lard, sausage, order filling and service departments.

Departmental averages cannot be used. A separate study of the labor used must be made on each product. For example, the labor cost of a large bologna should undoubtedly be considerably less than on ten to the pound frankfurters. It may not be practical or possible to follow this proposal on each weight range.

It is not practical or possible to keep a continuous record of the labor on each product or each average. A check of the accuracy of the standards established should be made at regular intervals by multiplying the weight produced of each product in the department in a given period by the standard. The total should approximate the total departmental labor expenses.

Some accountants may wish to keep a separation as to direct and indirect labor. Others may consider this superfluous as they think in terms of department labor costs. Whether you call clean-up, vacation time or similar costs direct or indirect is unimportant. The important point is to include all labor costs on the test sheets, so as to assure



FINE CAMERA COPY

1. Kenneth Troupe, Schmidt Packing Co., Niles, Mich., Earl F. Wolferman, Wolferman Market, Milford, Ind., and Jerry Blanchard, A. C. Legg Packing Co., Birmingham.
2. G. J. Garner and W. E. Story, East Tennessee Packing Co., Knoxville, and H. L. Lingo, Nu-Way Meat Service, Johnson City, Tenn.
3. Ralph Bourassa, jr., N. Bourassa, Ltd., Montreal; Maurice Rector, Griffith Laboratories, Ltd., Toronto, and Frank F. Farrell, Wilsil Ltd., Montreal.
4. W. M. Elliott, president, and W. N. Dixon, sales manager, both of White Packing Co., Salisbury, N. C., and W. C. Faulkner, partner, Columbus Packing Co., Columbus, Miss.
5. E. G. Weimer, Chicago, D. Poinier and M. Turner, New York, all American Can Co.
6. Norb Rascher, associate; Robert E. Stumpf, president, and Nick Dykin, superintendent, Kitchen Maid Meats, Cleveland.
7. J. C. Weinrich, Griffith Laboratories, Inc., Portland; Otto Stoltz, plant engineer, Carstens Packing Co., Tacoma, and Louis W. Mains, plant engineer, Arbogast & Bastian, Allentown, Pa.
8. M. C. Thomasma, Thomasma Brothers, Grand Rapids, and V. H. Dodson, A. C. Legg Packing Co., Birmingham.
9. Frank L. Bonem, Cee Bee Packing Co., Chicago; Walter C. Reiman, Westinghouse Electric Corp., Cincinnati, and A. "Tony" Belaskas, Cincinnati Butchers' Supply Co., Chicago.
10. H. Poworoznyk, Essex Packers, Ltd., Hamilton, Ont.; M. C. Phillips, Griffith Laboratories, Inc., Chicago, and Ted Broecker, president, Klarer Provision Co., Louisville.
11. Leonard Luft, Hamburg Casing Co., New York, with I. Fleekop and H. Leff, Fleekop Wholesale Meats, Philadelphia.
12. John J. Farnia, Tank's Quality Meats, Elmore, O.; S. E. Crofts, vice president, Batavia Body Co., Batavia, Ill., and Walter R. Tank, Tank's Quality Meats.



LEFT: Sam Isaac, Independent Casing Co., New York; Henry Darmstadter, Charles Kenjesky, and Richard Kemperman, all of Darmstadter Meats, Muskegon, Mich.
RIGHT: Warren Gille, N. M. Potts, C. H. Marquardt and J. R. Hughes, Continental Can Co., Inc., Chicago.



Leonard J. Hantover, Phil Hantover, Inc., Kansas City, Mo.; Fred L. Dold, president, Fred Dold & Sons Packing Co., Wichita, and Harry J. Reitz, secretary-treasurer, Reitz Meat Products Co., Kansas City, Mo.



the recovery of all cost in the product selling price. Burying fringe labor costs in overhead is a dangerous practice.

This is particularly important when we realize the tendency in the industry of the sales department to ignore overhead in setting prices on products which must be moved. Labor standards should include all fringe labor costs. Knowing the cost of each fringe labor expense is particularly important when we consider the all too common practice prevalent in the industry of operating men figuring the cost of a particular operation by multiplying the hours worked by the rate of the work-

er, thereby overlooking 30 or 40 per cent of the actual cost.

A typical example of this practice is the cost per unit figures quoted by salesmen selling packaging equipment and supplies. I have seen cost tests based on labor rates as low as \$1 per hour, and a recent magazine article used \$1.32 per hour. These rates are under our lowest female labor rate. The labor rate of \$1.32 per hour certainly does not include the fringe benefits. We get no production for the quarter of an hour per day clothes changing time we give the employees, nor the two 15-minute rest periods the employees get per day, nor the half hour

per week for knife sharpening time. This rate certainly does not include the fixed fee per week most of us give the employee for clothes and laundry.

You cannot forget the amount you pay to the state and federal government for social security and unemployment insurance on each dollar of wages you pay the employees. The same applies to workmen's compensation. Percentage of foremen's wages, clean-up time and miscellaneous indirect labor in the department should also be added to costs. This can best be accomplished by adding to the labor rate a percentage to cover these items.

The equipment salesmen are doing a wonderful job of selling the industry on how cheap the self-service packages can be produced, but it certainly appears as though many packers are overlooking fringe labor expense in figuring their costs and consequently their selling prices result in sales prices causing losses for many. This is a typical example of losses we accept and pass over with the old excuse of severe competition.

It is important to show unit costs on out-of-pocket expenses, such as departmental supplies, special cartons and wrappers, and labor putting the product in the containers, as well as selling and delivery expenses. A detailed discussion of the ways of determining



Front: Bud Melanson; Tom Murray, and Joe Murray. Back row: John Clabo, Charles Gartrell, and Fred Cato, all of Linker Machines, Inc., Newark.

the unit cost on these expenses need not be made at this time. A typical illustration of a hidden loss is the following:

In figuring the unit cost of a package, it is not sufficient to take the purchase cost of the package. One must add to this purchase cost a percentage



LEFT: Bill Deutsch, Sweeney Lithograph Co., Inc., Belleville, N. J.

RIGHT: Harry Abromowitz, North River Meat Co., New York City.

to allow for the number of packages which will be spoiled in the packing operation. A check will reveal in many instances this is surprisingly high.

A detailed discussion of the method of distribution of overhead expenses to operating department or the accounting problems involved cannot be made here. For the purposes of determining product costs, all indirect and overhead expenses can be included in one figure. Expenses considered as overhead consist of light, heat, refrigeration, depre-



John Delfrate, president, Mary Delfrate, and F. W. Glessner, jr., vice president, Delfrate Packing Co., Sloan, Pa.

ciation, insurance, taxes, superintendents' salaries, janitors' and watchmen's salaries, clean-up, miscellaneous general manufacturing and general administrative expenses. It is also recommended that an allowance for interest on investment be included in the overhead charge.

In determining unit cost, it is suggested that a budget be prepared for each of the expenses on an annual basis, and that they be allocated to the operating departments in accordance

with the usual company practice. An estimated weight of products to be handled in each operating department for the coming year is determined. This estimate is based on past experience or known conditions which may take place within the coming year. The total budgeted expense for the department is then divided by the budgeted weight to be handled by the department in the coming year. The resulting figure will be an average unit cost for overhead for the department. Some accountants may desire to have a still finer distribu-

tion to individual products. They would determine a different overhead for each product in accordance with the amount of direct labor used on each product.

Developing standards for product costs in most cases provides information hitherto unknown. Weak spots in the organization will be spotlighted. If the conditions are known, corrective steps can be taken. It makes management conscious of how their yields and expenses compare with other packers. A study of the causes of poor yields

WEAR-EVER

Aluminum

MEAT HANDLING DRUMS



Slip-over cover, with hanging hook



Hinged cover



Easy-rolling dolly



TWO SIZES—30 gal. (18" dia. x 27½"); 50 gal. (22¾" dia. x 28½")

A complete line for meat packers, canners and sausage manufacturers, including

Here's the easy, sanitary way to handle pork and beef trimmings, ground and chopped meats, spices and other meat products. The aluminum drum is seamless, has open, easy-to-clean bead, and the tough wearing ring on bottom is attached with a closed, continuous weld. Easy to move around because aluminum is light. Dent-resistant and long lasting because drum and covers are made of Wear-Ever's famous, extra-hard alloy. And remember, aluminum is friendly to foods. Available with choice of covers and dolly.

 KETTLES
 DRUMS
 TUBS
 TRUCKS
 PANS
 CONTAINERS

MAIL COUPON TODAY TO:

THE ALUMINUM COOKING UTENSIL COMPANY, 405 WEAR-EVER BLDG., NEW KENSINGTON, PA.

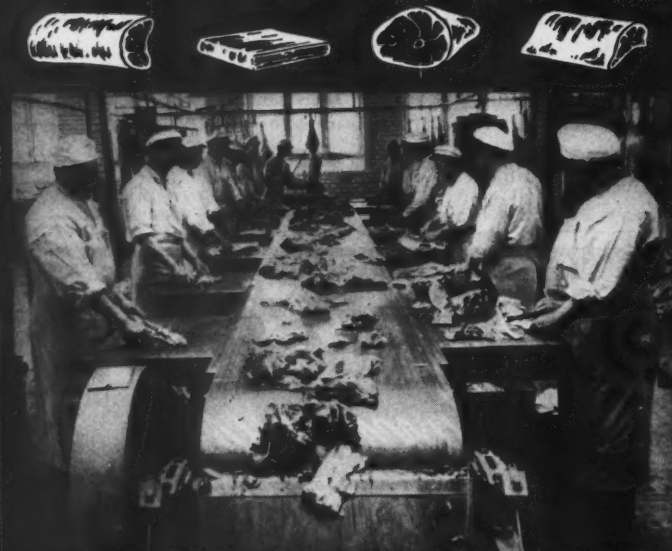
☐ Have representative see me about your drums ☐ Send me your catalog

NAME.....

TITLE.....

Fill in, clip to your letterhead, and mail today

This Pork Production Line Uses A SANDVIK *Steel-Band* CONVEYOR TABLE



Cutting up of dressed hogs is a continuous production-line operation on this Sandvik work table. Sides are sawed into large cuts at far end of conveyor and each man along line performs a specific subsequent operation.

CONVEYING WORK TABLES OF COLD-ROLLED STAINLESS STEEL IMPROVE PROCESSING OF MEAT, FISH, VEGETABLE AND BAKERY PRODUCTS

You can apply cost-cutting, mass production methods to your operation with a Sandvik conveying table.

Right now, Sandvik work tables are minimizing costs in operations such as bacon and frankfurter packing, chicken eviscerating, hamburger preparation, tenderizing, cake-icing and packing, ham-boning, pork rolling, fish filleting and packing, vegetable, fruit and nut sorting, etc.

Here are some reasons why:

- EASY TO KEEP STERILELY CLEAN—Live steam or boiling water can be applied directly.
- NO TASTE CONTAMINATION—A hard, smooth surface... no place for food particles to lodge.
- LONG SERVICE LIFE—High strength and resistance to time and wear.
- ENGINEERED TO FIT APPLICATION—Lengths to meet any requirements.

Standard work table widths are 20" and 12", but special widths are also available. Correct working height can be arranged despite special floor conditions. Special, custom-built units also available.

Sandvik provides a complete engineering service... proposal, design, installation and follow-up.

For further information contact

SANDVIK STEEL, INC., Conveyor Division

111 Eighth Avenue, New York 11, N. Y., WAikins 9-7180

Manufacturers of Steel-Belt Conveyors For Over 30 Years

SS-75



and higher costs will invariably reveal that improvements should be made. A change in the layout of equipment may improve labor efficiency and new labor saving equipment may more than repay its cost in a comparatively short time. Processing procedure may be changed resulting in higher yields or new equipment to replace old obsolete machinery may be necessary to bring yields up to competitive standards.

The suggestions and recommendations I have made may not be a panacea or cure-all, but I am convinced that if they were followed by all members of the industry, operating results would be much better.

WILBUR LaROE: Are there any papers or forms that can be put, by NIMPA, into the hands of the smaller members, which would help them achieve the results which you have mentioned here? I ask the question because I am convinced that throughout NIMPA huge sums of money are being lost through inadequate cost figures, largely because the member does not feel he can afford a Clet Elsen to do the job for him. Is there any way whereby, without hiring a Clet Elsen, we can put something into the hands of our smaller members that will enable them to improve their cost procedures without a lot of expense?

CLETUS ELSSEN: I originally had some of these forms prepared, which we intended to pass out. Those forms can be duplicated. I think they would be helpful to the small packer to use as a guide in setting up his own cost system. But, most important, that member would also have to determine his own product yields and he would have to determine his own expense of operation.

WILBUR LaROE: Can that be done without a skilled accountant?

CLETUS ELSSEN: It can be done without a skilled accountant. It may not necessarily be 100 per cent accurate, I mean as far as the cents are concerned, but I think every packer should make an effort to determine these figures.

EDITOR'S NOTE: Elsen's charts will be published in an early issue of the NP.

CORRECTION

The American Meat Institute directors will meet this month at Des Moines, Iowa. The three-day meeting will begin on Tuesday, May 26, rather than on May 6, as incorrectly stated in the PROVISIONER last week.

Books . . . every meat plant should own

MEAT SLAUGHTERING AND PROCESSING

Contains information helpful to small slaughterer or locker plant operator interested in killing and meat processing. Discusses: fundamentals; plant location and construction; beef slaughter and by-products; hog slaughter; inedible rendering; casing processing; lard rendering; track installations; curing; smoking and sausage manufacture. Sketches, tables and illustrations. Price\$5.

ACCOUNTING FOR A MEAT PACKING BUSINESS

This book is designed primarily for smaller firms which have not developed multiple departmental divisions but are interested in fundamental cost accounting. The book discusses uses of accounting in management, cost figuring, accounting for sales and numerous other subjects. Published by the Institute of Meat Packing. Price\$4.50

MEAT PACKING PLANT SUPERINTENDENCY

A general summary of plant operations not covered in Institute books on specific subjects. Topics discussed include plant locations, construction and maintenance, the power plant, refrigeration, insurance, operation controls, personnel controls, incentive plans, time keeping and safety. Published by the Institute of Meat Packing. Price\$4.50

MEAT AND MEAT FOODS

This new book by L. B. Jensen, chief bacteriologist of Swift & Company, brings together and explains in non-technical language facts about meat processing and preservation gathered by scientific men and practical operators. Published by The Ronald Press Company. Price\$3.75

FREEZING PRESERVATION OF FOODS

Covers all frozen pack foods—meat, fish, poultry, fruits and vegetables—with entire chapter devoted to preparation and freezing of meat. Subjects include principles of refrigeration, cold storage, sharp freezers and freezing; changes in food in preparation, freezing, storage and thawing and locker plant operation. Fifty-seven tables and 161 illustrations. 763 pages. Price\$12.

SAUSAGE AND READY-TO-SERVE MEATS

Covers the manufacture of sausage and other specialties including meat loaves, cooked and baked hams, canned meats. Discusses technical problems of spoilage prevention. Published by the Institute of Meat Packing. Price\$4.50

MEAT HYGIENE

Dr. A. R. Miller, chief of the MID, presents current meat hygiene practices in this new text. Entire field of environmental sanitation in meat preparation and distribution is covered. Adulteration and mislabeling are discussed and governmental meat hygiene programs covered. Price\$7.50

MEAT THROUGH THE MICROSCOPE

Science in the meat industry. Discusses chemistry of curing, refrigeration, sanitation, spoilage and chemistry and manufacture of fats, oils, pharmaceuticals, and feeds. Published by the Institute of Meat Packing. Price\$5.00

PORK OPERATIONS

A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and other by-products. Published by the Institute of Meat Packing. Price\$4.50

FEEDS AND FEEDING

The 21st edition of the standard comprehensive reference book on livestock feeding and nutrition by expert Frank B. Morrison. It presents detailed information on nutrition, feeding and care of farm animals, including poultry. Composition, use and nutritive value of all important livestock feeds, and recent discoveries in animal nutrition and livestock feeding are emphasized. Contains over 1200 pages and 200 illustrations. Price\$7.

BY-PRODUCTS OF THE MEAT PACKING INDUSTRY

Revised edition covers rendering of edible animal fats, lard manufacture, making of lard substitutes, inedible tallow and greases, soap, hides and skins and pelts, hair products, glands, gelatin and glue and by-product feeds. Published by the Institute of Meat Packing. Price\$4.50

BEEF, LAMB AND VEAL OPERATIONS

Beef and small stock operations are described in detail. Among subjects covered are slaughter, dressing and chilling, handling edible specialties and handling hides and other by-products. Published by the Institute of Meat Packing. Price\$4.50

THE SIGNIFICANT SIXTY

The 376-page magazine format history of the development and progress of the meat packing industry from 1891 to 1951. Over 250,000 words and more than 200 illustrations in features comprising a social and economic "running record" of the industry, reviews of developments in equipment, processes and refrigeration, biographies of the men who built meat packing and several other worthwhile articles. Published by The Provisioner. Price.....\$4 each for single copies; two copies, \$3.50 each and five or more, \$3 each.

McGraw-Hill Books To Help Departmental Operators

Practical reference books will save dollars and hours in the office, plant or shop.

LIVESTOCK MARKETING

Prepared by A. A. Dowell, University of Minnesota, and Knute Bjorka, primarily as a text in livestock marketing for students in agricultural colleges, this book should also be helpful to packers, marketing agencies and others engaged in marketing of livestock and distribution of meat. 534 pages and 104 illustrations. Price\$6.50

AUTOMOTIVE TROUBLE SHOOTING AND MAINTENANCE

This practical book by Anderson Ashburn, associate editor of American Machinist, gives detailed procedures for locating and correcting electrical and mechanical troubles in gasoline-powered automobiles and trucks. It is written in simple language, well-illustrated and covers all operating parts of the vehicles. 324 pages. Price\$4.75

BOILER OPERATOR'S GUIDE

A dependable handbook on steam boilers. Covers boilers in use today—their characteristics, installation and operating problems and solutions; problems of firemen and engineers are discussed and solved in detail. Has over 200 photographs and drawings of boilers of all types, auxiliaries, appliances, etc. Valuable reference data and chapters on plant management, inspection and maintenance. 353 pages and 241 illustrations. Price\$5.75

BUSINESS LAW

Second edition of a textbook by R. O. Skar and B. W. Palmer imparting the legal knowledge most frequently applicable in business, personal and social relationships. 478 pages. Price\$5.00

FOOD PLANT SANITATION

Milton Parker of the Illinois Institute of Technology in this handbook provides proved methods for solving problems of food sanitation. It makes available practices that are both safe and in accordance with the law. 434 pages and 129 illustrations. Price\$6.50

PLUMBING

A complete treatment of modern plumbing principles, design and practice. Subjects treated include water supplies, pumps and storage tanks, water supply pipes in buildings, hot water, gas, compressed air and vacuum supplies, vent pipes and traps, sewage and drainage pumps and drains, water treatment and sewage disposal, maintenance and repairs, etc. Price\$6.50

ANNUAL MEAT PACKERS GUIDE

The Provisioner's reference and data book for packers, renderers, sausage and by-product manufacturers. A few copies of the 1950-51 edition available at \$1.50 each. The 1953 edition is \$5.

AMERICAN ELECTRICIAN'S HANDBOOK

This handbook gives proved, ready-to-use facts and information on the selection, installation, operation, care and application of electrical apparatus and materials. Contains complete data on wires and cables, splicing, installation and care of motors, capacitors, lighting equipment, etc. 1734 pages and 1327 illustrations. Price\$9.50

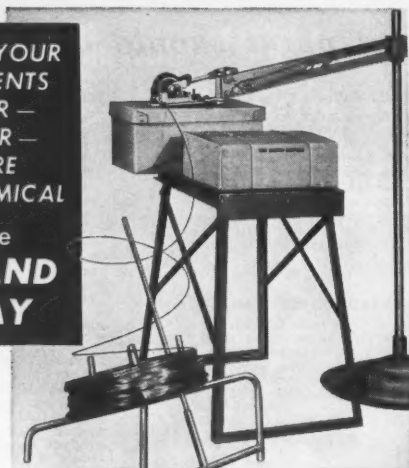
INDUSTRIAL PROCESS CONTROL BY STATISTICAL METHODS

This practical manual by J. D. Heide, analyst for the U.S. Rubber Co., shows how to apply statistical methods to the control of industrial products and processes during manufacture. It is especially valuable as a step-by-step guide for industrial users wishing to install statistical quality control procedures in their plants. Price\$6.50

To order these books, send check or money order to the Book Department, The National Provisioner, 15 W. Huron St., Chicago 10, Illinois. Payment must accompany order. Foreign buyers should add 25 cents per volume for extra postage.

STRAP YOUR
SHIPMENTS
EASIER —
FASTER —
MORE
ECONOMICAL

The
**INLAND
WAY**



Here is a combination that really adds up to production-line operation. Inland's Model "T" Speed-Flo Round Steel Strapping Machine is shown mounted on handy spring suspension — always handy and ready for any size package. Inland's Speed-Flo Round Steel Strapping, dispensed from special, sturdy holder, feeds

freely and kink-free to machine to give you maximum insurance against pilfering or breakage. The Model "T" is designed for both standard galvanized and high tensile strapping 14, 15 and 16 gauge. This combination will solve the most difficult strapping problem at a saving. Other models and weights of strapping available.

Write or phone for complete data.

INLAND WIRE PRODUCTS CO.

3959 South Lowe Avenue

Chicago 9, Illinois

Phone: YArds 7-3113

Announcing

A BETTER SANITATION SERVICE TO THE MEAT PACKING INDUSTRY

NATIONWIDE DISTRIBUTION OF BETTER CLEANING COMPOUNDS. Expanded distribution facilities enable us to offer a sound technical service program designed to reduce costs and improve sanitation. This service is available to our customers at no cost.

Write for your free copy of Meat Packers Sanitation Guide. A convenient pocket size booklet for ready reference on most cleaning problems in your plant.

Bonewitz Chemicals, Inc.

GENERAL OFFICE
BURLINGTON, IOWA

Manteca, California

Philadelphia, Pennsylvania

Packer Representative Asks Help of Labor in Building Good Will Toward Industry

The Amalgamated Meat Cutters & Butcher Workmen, AFL, held a week-long conference in Chicago, beginning April 27. Most of the meeting was covered in last week's issue of THE NATIONAL PROVISIONER (see page 8).

Excerpts from the talks of two packers, who spoke after the magazine went to press, are given below. Sam Teitelman, manager, market research, Armour and Company, discussed "Problems of Self-Service Markets." He reviewed the development of self-service meat markets and their growth and touched on some of the many problems this type of merchandising has brought to the meat industry.

E. L. Heckler, manager of public relations for Armour, urged his audience to "do everything we can now with our friends, our associates and our public officials to bring about a better understanding of the industry which we all serve, respect and admire."

"This union and management stand together in a desire that the meat packing industry be a prosperous and progressive industry. We stand together in the belief that we render a high essential service to the public and that the public should pay a reasonable charge for that service," Heckler said.

"I am afraid, however, that we only stand together in our desire for recognition as an essential, important and deserving industry. We do too much standing and not enough running with the ball. When people attack our industry, we just stand still and let the attack roll over us. We don't assert ourselves.

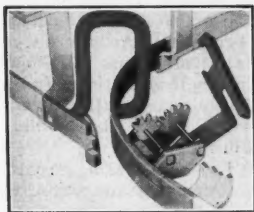
"Because people buy meat several times a week and spend about one-third of their food dollars at the meat counter, they are very conscious of meat prices. . . . There are always some complaints about meat prices. We even had them back in the depression when you could buy pork chops for a dime a pound. But when the forces of supply and demand send meat prices up rapidly, we really begin to hear about it from the public.

"Although the meat packing company managements have been the target of most of the criticism through the years, no element of the industry is immune.

"We should find ways of telling the public about all of the work we do in our industry. We want to convince them that we earn our money—whatever it is—and that no industry in America today gives the public as much value and service for as little return as the meat packing industry. You know that there is no featherbedding in the packing plants. I can assure you, too, that there is no featherbedding anywhere else in the business. All of us work as hard as people in other lines, and we all know folks with jobs that permit

6 Ways Better

LeFiell Steel Track Switches



**STANDARD
GEAR
OPERATED**

ALL STEEL: Heavy construction eliminates delaying breakdowns; outwears cast iron many times for years of trouble free service.

EASY TO INSTALL: This switch includes track curve, safety stop, stub ends punched, ready to install. No bending or adjusting necessary.

SAFE, POSITIVE ACTION: Unique gear action prevents accidental tripping, half open switches, or dumped loads.

ALWAYS ALIGNED: The steel yoke holds curve in alignment; maintains an even flow of traffic.

STAYS SMOOTH: All steel 14" radius stays smooth, always fits accurately. Keeps loads moving.

ECONOMICAL: Long wearing steel will last life-time of track system with no maintenance.

Available in all types for $\frac{3}{8}$ " or $\frac{1}{2}$ " x $2\frac{1}{2}$ " track, and for $\frac{1}{2}$ " x 3" flat, or 1 15/16" round bleeding rail.

NOW, A NEW Time Saver LeFiell Automatic Switch



**THE
ONLY
FULLY
AUTOMATIC**

Outgoing All Steel Switch

The LEFIELL All Steel Automatic Switch is the most efficient outgoing switch you can use. The weight and forward motion of an approaching load along either rail will automatically actuate the switch, closing one rail and opening the other. No delay in switching; it is always ready. When necessary to reverse, a quick pull and you are again ready. Always smooth and aligned; no humps or bumps. The Automatic Switch embodies all qualities of the gear operated Standard Switch plus automatic out-going switching. It is recommended on headrails with the Automatic on outgoing to streamline operations.

Available in all types for $\frac{3}{8}$ " x $2\frac{1}{2}$ ", or $\frac{1}{2}$ " x $2\frac{1}{2}$ " tracks.

Write for Full Information.



LEFIELL CO.
1469 Fairfax Ave.
SAN FRANCISCO,
CALIFORNIA

them to take it a lot easier than we can.

"... Even in the industry's best year (1947), the profit on meat was less than three-quarters of a cent a pound. What does that amount to? About 2c a week for a person who ate the average per capita amount of meat.

"Actually, it is in the public's own interest that they pay a fair price for the meat they buy because much of the profit derived by the various livestock producers, packers and retailers is devoted to giving the public better, more efficient service at lower cost.

"The meat packing business is very complicated and extensive, as you know, and we continue to learn more about it as long as we work at it. But there are just three fundamental facts about our operations which we would like to get home to every consumer.

"First, we want the public to see us as we are—a team of hard-working people engaged in performing a very essential service.

"Second, we expect to be paid adequately for the work we do, but we never have gouged anyone. Never, even in the most favorable years, have the profits of the meat packing business been large enough to be noticeable at the retail meat counter.

"Third, the industry is highly competitive and has absolutely no control over meat prices."

Teitelman of Armour indicated that meat plant prepackaging of semi-perishable items would probably expand, but was skeptical about any early changes in methods of handling fresh product. He said:

"How far and how fast self-service meats will continue to grow is for Mrs. Consumer to decide. She will trade where selection and service and price suit her best. It is apparent that many housewives have already put their stamp of approval on self-service meats.

"Although self-service meats provide certain advantages, there are some very real problems in this new method of meat merchandising. 1) Production is the number one problem for most self-service stores. 2) Perishability of meats causes many headaches in self-service selling. 3) Display requires particular attention and care. 4) Gauging consumer preference is not always easy. 5) Loss of personal contact places big burden on the package. 6) Some packaging problems still persist. 7) Other problems such as re-wraps, special orders, necessity of exactness in scaling and pricing.

"Many of you are probably wondering whether the prepackaging of meats will wind up in the packinghouse. You may be thinking of sliced bacon, remembering how years ago the retailer cut bacon from a slab to the customer's specifications.

"In the case of bacon there are strong fundamental reasons why the job of slicing and packaging can be done better at a packing plant than in the retail store. . . . Frankfurters, as

PIN-TITE

Reg. U.S. Pat. Off.

Extra Strong!

SHROUD CLOTHS

with the **RED STRIPE**

PIN-TITE is the best shroud cloth for you! Outlasts ordinary shrouds many times over. Pulls tight without tearing. Special weave permits complete aeration. Bleaches white and marbleizes. The bold red stripe identifies the Extra Strong pinning edge. Save time—Save money—Use PIN-TITE. Mail the coupon for your free working sample.

FORM-BEST

Reg. U.S. Pat. Off.

Full Length!

STOCKINETTES

FORM-BEST forms your ham better . . . absorbs less . . . boasts an absolute minimum of shrinkage. This is the stockinette you've been hearing about . . . the full length stockinette that is stronger and more elastic . . . FORM-BEST stockinettes can be applied in half the time—easily and quickly. A trial will convince you.

Use the coupon below for free samples and prices. SEND NOW and receive a valuable, free "SURPRISE" GIFT!

THE

Cincinnati

COTTON PRODUCTS CO.

Colerain, Alfred and Cook Streets
CINCINNATI 14, OHIO, U.S.A.

Gentlemen: Please send free samples as indicated below:

☐ PIN-TITE SHROUD CLOTHS, Size

☐ FORM-BEST STOCKINETTE, Size

Name.....

Company.....

Address.....

City.....Zone.....State.....

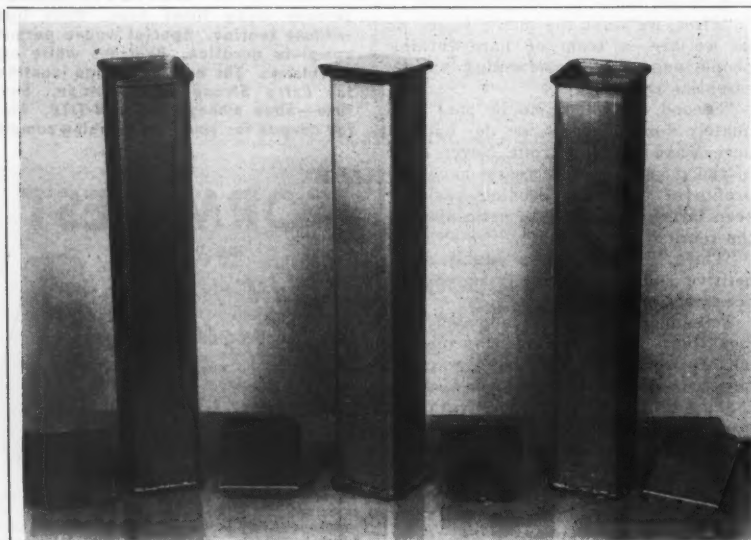
well as certain sausages and cold cuts, also lend themselves to a central pre-packaging operation.

"Regarding red meats of the steak, chop and roast variety, the problems are difficult enough when the product is wrapped and packaged on the retail premises. The problems are multiplied many fold when these products are prepared and wrapped at some central point away from the premises where the product will be finally sold to the consuming public.

"Some people are of the opinion that the answer to prepackaged red meats is a quick-frozen product. . . . The packer would need new and specialized equipment for cutting, trimming, packaging and weighing. Large numbers of

specially trained workers would have to be added. We would also have to install blast freezers and holding freezers. We would need refrigerator cars and trucks capable of holding temperatures well below freezing. Branch houses would need new facilities, too. Not only would the packers' cost of doing business be increased greatly because of the additional expenses involved in preparing and handling prepackaged frozen meats, but we would have to invest millions of dollars in new equipment and facilities.

"... In our opinion, at least, packinghouse production of prepackaged fresh and prepackaged frozen red meats does not look like a likely possibility as far ahead as we can see."



Winger Loaf Molds

*Twice the Weight
... Yet Cost No More!*

Here is new stainless steel *custom* construction by Winger. Rugged, built for service, these loaf molds have *twice the weight* of others — yet cost no more! Heavy bar at ends is continuously welded on both sides to prevent cracks and give extra strength where needed. Specially designed heavy covers also distinguish the new product.

Let us discuss your needs with you. We are glad to design new products and submit quotations.

**FABRICATORS OF STRUCTURAL STEEL
STAINLESS STEEL AND ALUMINUM**



WINGER

MANUFACTURING CO.
OTTUMWA, IOWA

"BACKED BY YEARS OF PACKING PLANT ENGINEERING"

WSMPA, NIMPA Support Modified Trade Act

L. Blaine Liljenquist, Washington representative, Western States Meat Packers Association, appeared before the House ways and means committee to support certain features of HR 4294, the bill to extend the Reciprocal Trade Agreements Act for one year, with certain restrictions. Liljenquist also spoke in behalf of National Independent Meat Packers Association, which at the time was holding its annual meeting in Chicago.

Liljenquist said, in part:

"An important part of the production in this country is produced by individuals who are not employed in great factories operated by machines. The cost of labor is one of the largest elements of the cost of producing a great many of the things we use. Men and women employed in such businesses must look to the tariffs to protect their jobs. The removal of tariffs would cause a great many workers to lose their employment. This, of course, would reduce the national income and place so heavy a burden on taxes to care for the unemployed that it is doubtful that our free enterprise system could survive.

"The American farmer and meat packer is producing meat primarily for the United States market. Last year with only 6 per cent of the land area and 7 per cent of the world's population we produced one-third of the world's meat. Almost our total production is consumed in the United States. We are able to supply all of the meat we need. We are not dependent on foreign sources of supply."

Chicago Tribune Offers Attractive Book on Meat

Excellent newspaper support for the current series of television programs on meat cutting and preparation is reported by the National Live Stock and Meat Board. This spring the Board is conducting four-day demonstrations on television stations in 25 leading cities.

An excellent example of newspaper cooperation is that by the *Chicago Tribune*. A column in the foods section of this newspaper contained complete, illustrated articles for four consecutive days on how to cut and cook various meats, as used in the Meat Board's programs. These articles then were reprinted and made into a convenient booklet which is being offered for 25c.

VE Quarantine Areas

As of the end of April the USDA had lifted VE quarantines in areas of five states—Florida, Missouri, Rhode Island, Maryland and Michigan. The action freed Florida and Maryland completely of federal quarantines because of the disease. At the same time the government imposed quarantines in Wayne county in Michigan and in part of Lucas and Seneca counties in Ohio.

McTavish Offers Hope for Fats

(Continued from page 123.)

ent conditions. And on this, plenty of education is necessary.

This part of my talk I will try and make as illustrative as possible, as I fully realize I am talking to both the initiated and the uninitiated in the industry. To obtain the ultimate in quality production our collective thinking must be towards a common goal that our products are basically standardized as others are, coast to coast.

The first point I want to touch on here is just plain simple analysis. I am not talking about the complex analysis brought forth by the laboratory chemist, but the simple analysis of inedible fats, lard and dry rendered tankage. Any analysis that is made must be fully indicative of true selling values, and it must also be fully informative of our processing within the plant. We must be so fully informed that we can interpret these analyses and when problems arise we can pin down the culprit and avoid repetition.

Let me illustrate. A carload of dry rendered tankage is shipped on the simple analysis of protein. That one analysis defines only the selling value. Now, let us have that same car checked for protein, fat and moisture which, on a theoretical analysis, shows: 50 per cent protein, 10 per cent fat, 1 per cent crude fibre, 5 per cent moisture and 34 per cent ash. Note the sum total of 100 per cent.

The overall conditions on an analysis such as this would indicate good processing procedures, but let that analysis now show 47 per cent protein, 15 per cent fat, 1 per cent crude fibre, 3 per cent moisture, and 34 per cent ash. Note again the sum total of 100 per cent. The constants here are ash and fibre. The variables are protein, fat and moisture, so it is in these three that the interpretation lies. First of all, it would indicate overcooking; second, I could reasonably expect that the fats produced would not react too well to the bleach; third, I would have an unreasonable amount of settlings; fourth, I would expect to find the fat hard to drain through the tankage in the percolator; fifth, that the cakes would not hold together; sixth, that the fats would be hard to settle and, seventh, it is possible that I could find exceptionally high free fatty acid.

Should I ship a car of tallow on which I had a good basic color, but little or no reaction to the bleach, I could come back and find my answer in the car of dry rendered tankage shipped or in the settling and storage tanks. It is not unusual to find fancy being produced at the cookers and nothing but special shipped.

Particularly, I want you to note how the problems compounded themselves all the way through. Just one mistake and a dozen further headaches result within the plant. If they all stopped within your plant the problems would be localized, but they do not stop there. They are passed on to the consumer, the soaper, the fat splitter, the grinder and the feed mixer. These burdens are not acceptable to them; hence, their continued claims. Time does not permit going into theoretical analyses further to illustrate the point, but I do want to emphasize some of the wrong thinking in the industry today.

Were this confined solely to the very small packer and renderer, I would attribute it to a lack of knowledge, insufficient tonnage, poor equipment and poor supervi-

sion. But I also find that this thinking is present with the larger packers.

There are those who state "Why press the tankage so hard, the fat is worth as much as the tankage anyway." Simple pencil figuring will prove the fallacy of this and, if your pencil is not adequate, ship your next car of tallow on a protein basis and see how much you get in return. By such thinking, you could lose \$100 per ton when expressed in terms of dry rendered tankage and tallow shipped. There is the other group which puts continued time and energy into trying to produce good lard cracklings and in so doing neglects the quality of the lard. I am practically near the point of making the statement that good quality lard and good quality lard cracklings are not compatible and that one or the other must suffer. I much prefer to find high smoke point and high stability in the lard than low fat content in the cracklings produced.

The poet Longfellow once said that plants and trees rise and fall on the bodies of their dead selves. He recognized the natural destructive forces in the statement that all organics tend to revert back to Mother Earth. That same force is always present and always at work in our respective plants and we recognize this with our installation of refrigeration and our control of temperatures, particularly in our edible departments. Excessive temperatures in either direction can destroy, so we stay within a comparatively narrow band that preserves on one side and processes on the other. Violate that in your scalding tub, your coolers or your sausage room and you have plenty of grief. Yet, in our rendering departments we largely ignore the principle which we observe in our edible departments. As temperatures rise, the affinity of the fats for the color bodies, naturally inherent in the solids present, increases as the fats themselves become a solvent. Their ability to pick up color and to retain this color on a permanent basis is in proportion to the temperature present and also to the amount of decomposition present. Get good fats away from their solids as fast as possible and then you will find that the fat has a remarkable ability to absorb heat without discoloring. However, let there just be a trace of soluble and insoluble impurities and even at temperatures as low as 230°, especially when high F.F.A. is present, the color can go off. You have a fair margin on color in the processing of inedible fats that you do not have with lard. With lard I plead with you to let the material finish up on its own



A. F. Jaumann, Leland Chemical Co., Inc., Milwaukee; Frank W. Sleder, president, Sleder Meat Products, Co., Traverse City, Mich., and M. Kieling, Kent Butcher Supply Co., Grand Rapids.



ABOVE: Karl Axelson, Ann Axelson, and Jim McConnell of The Globe Co., Chicago.



ABOVE: Mrs. Ingeborg Merritt, Townsend, Mont., H. W. Larson, vice president, and Mrs. Larson, Montana Meat Co., Inc., Helena, Mont.
LEFT: Gussie Klein, A. M. Klein and Mrs. D. Guderian, Grand Packing Co., St. Louis.

retained heat rather than carry the processing through with applied heat on the shell until the cracklings are crisp in the cooker. Merely turn off the heat just as soon as the cracklings pass the gummy stage and there will be sufficient retained temperature to release the balance of the moisture. This one point alone can do wonders for both smoke point and stability.

In the French language there is no such thing as a neuter gender, everything is either masculine or feminine. The creature called "Margin of Profit" I would definitely class as feminine in this case—hard to get, hard to understand, as wily as a fox, elusive and temperamental. Is it not possible the ever continued search for this profit margin can lie right inside your own plant rather than outside? Let me now point out where many savings can be made—things which are simple and cost little money. Basically, they can be done with what you now have.

CONTRACT SELLING: I refer to the practice of consignment shipping and yearly contracts. We have a surplus production at present—on that we all agree. If the consumers of these fats secure the bulk of their requirements on this basis, it must be evident to you, as it is to me, that the market will be based, not on total supply and demand, but rather on the lesser supply not covered by contract. It is on these distress materials that the market is sometimes based.

STORAGE FACILITIES: It would seem to me that this also demands some attention as we are woefully lacking in facilities to store commodities. This condition constantly places us in the position of having to sell irrespective of market conditions. If you ship by tank car, have sufficient storage margin to permit empty tank car movement. If you ship by truck, have your storage facilities arranged so that you do not have to heat up 80,000 to 100,000 lbs. of fat just to ship 25,000. Drum shipping should be completely eliminated since, taking

everything into consideration, including freight and labor, it generally costs about 1c per lb. Storage can also become a question of working capital. That I fully appreciate, but it is essential to bear in mind the importance of orderly marketing.

STEAM TRAPS: The flow of condensate from cookers is not on an average basis; during the hours of cooking we have peak flows at the beginning of the cook and taper off to very small flow at the end. Be sure your traps are installed to take care of the peak rather than the average condition.

AIR VENTS: Just as you provide the means to take away the condensate from the shell of the cookers, also provide the means to take away the entrained air on the top of the shell so that a uniform temperature is held on



David Weissman, Drying Systems, Inc., with Mrs. Weissman and children, Sandra and Jeffery.



LEFT: Susan Foster and Mr. and Mrs. George L. Foster, Wm. J. Stange Co., Montgomery, Ala.
RIGHT: Mrs. W. J. Harbers, Barbara and W. J. Harbers, president, W. J. Harbers & Co., Telford, Pa.

the heating surface of the cooker. This is especially necessary where high speed agitation is used.

HIGH SPEED AGITATION: I am now practically at a point where I state that no cooker should be running much under 37 R.P.M. Generally, this change does not involve larger motors, but merely demands the use of time lag fuses to take care of the higher initial starting torque. The results from this alone can do wonders. To a large extent it has eliminated the problem of coated shells when boning operations are high; it has reduced cooking time as much as 30 per cent; the reaction of the fats to the bleach has been better, and one renderer has actually reported increased protein. It is true that higher boiler horsepower is required because of the increased evaporation rate.

SETTLING TANKS: Have sufficient settling capacity in your plant to hold one day's production and one tank for the following day's production so that you always have an empty tank to start with in the morning and one tank for the tri-sodium phosphate wash if it should be necessary. You should never have to clean out a storage tank. The settling should all be done within the plant.

Do not carry continued applied heat on settling tanks. Bring them up to 200°, shut off the steam and let them settle in their own heat. This will avoid convection currents within the fats that quite often prevent proper settling.

CATCH BASINS: My first statement on this is simple. Sweep up before you wash up, catch all fats as close to their origin within the plant and before they pass through your sewer system to the main catch basin.

BLENDING: You may state you are not interested in the blending of fats, but on this, let us back up a little bit and give a second look. You can blend by volume for titre, for F.F.A. and even for M.I.U., but you cannot blend by volume for color. Be sure that you are not reducing a possible 100 per cent production of fancy tallow to a special or even a No. 1 by the introduction of a very small percentage of bad raw material. (This is usually catch basin stock.) One drop of ink in a bottle of milk and the blue, not the white predominates. Again, in your tankage and meat scrap production, blend by weight and not by volume for the commodities used here

vary tremendously in their weight per cubic foot.

SOUNDS AND SIGHTS: Learn to recognize the operating sounds of the various pieces of equipment in your rendering department. They can, quite often, tell you what is going on. The spitting hydraulic press means undercooked; the creaking hydraulic press means overcooked. The smooth hum of a cooker motor indicating the paddles are passing through and not picking up the material, indicates the possibility of a coated shell. Blue smoke rising from the percolators indicates overcooking; the strong smell of ammonia indicates improperly dried blood, overcooked material and decomposition. Boiling over of a settling tank indicates excessive moisture. Powdery cracklings coming from the continuous press indicate overcooking or heating and the ribbon cracklings indicate undercooking. All of these have a part in good



Mrs. John Seidel, John Seidel, president, and Katherine Seidel, Rockville Packing Co., Clinton, Ind.

processing knowledge and can help you anticipate further troubles in advance.

INTERNAL PRESSURE: If you use internal pressure, particularly on your lard, always let the interior of the cooker breathe and never close the piping completely. Be sure the accumulating gases are continually carried away. Bad odor in lard can quite often be traced to this point.

AIR AND MOISTURE: It is too bad that lard cannot be sold, like ice cream, by volume for then I am sure you would go to town in mixing in air. However, be careful of this. Don't forget that air can be saturated with moisture and an undue amount of air added at the same time adds moisture. Let me assure you that moisture and lard should not have even a speaking acquaintance.

These simple things that I have pointed out to you call for little expense, but they do call for some effort. Put them into practice and you will find that a little attention can go a long way in turning out quality products and reducing operating costs.

We have told the American public that we operate our plants on a profit margin of approximately 1 per cent or less, based on our sales volume. Let us do some reverse bookkeeping on this point. If we have a claim of only $\frac{1}{4}$ c on only one car of tallow or grease per month, I wonder if we realize the accumulative effect of this over a year. It means that we must sell \$90,000 worth of other meat products merely to offset this loss and maintain our narrow margin of profit. Carrying this idea one more step, it must be realized that all fats are down-graded under present rendering procedures. When it is also realized that practically one-third of the inedible fats produced today have claims filed against the shipment that are controllable, the potential pressure on other sales to offset losses runs into the millions.

In conclusion, let me summarize. 1) Know what you are doing and why it is done; 2) See that your supervisory and operating personnel have a thorough knowledge of operating and processing procedures; 3) Market your products in an orderly manner; 4) A plant headache costs many times more to fix after it has left the

plant than if it had been avoided originally; 5) Peculiar to my position in the industry, I do not care whose machinery or what machinery you have installed. They are only as good as the operating knowledge used.

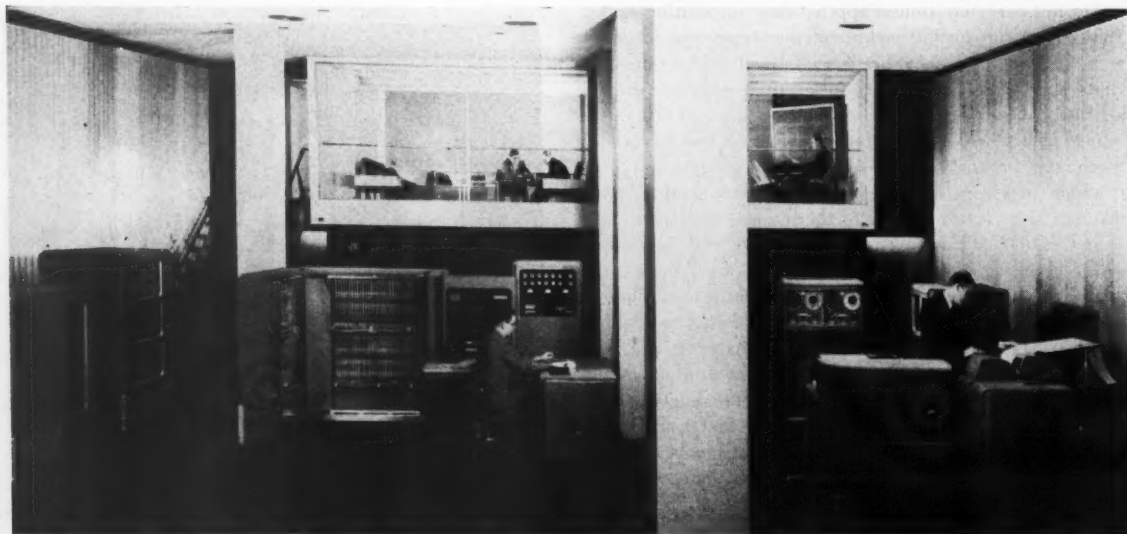
Any program put in effect by anyone or any segment of the industry that will point the way toward improvement or further utilization of these products should have



Clyde Emberton, Gordon Jones, and E. J. Murphy, division superintendent, Kingan & Co., Indianapolis.

your unqualified support. I cannot believe that an industry as large as this one is does not have the ability to match competitively the outside progress of others. I am sure it is here—it is just dormant. The bad points of our products have been brought continually to the attention of the consuming public. Let us tell them about their good points for they are, basically, good.

THE STORY OF calculating and office accounting equipment, from the earliest devices to the latest electronic machines, was visualized for packers at the Monday afternoon session in a film, "Piercing the Unknown," prepared by International Business Machines. Shown below, in IBM's World Headquarters building in New York City, is the latest in electronic calculating machinery. Using all three of the most advanced electronic storage or memory devices—cathode ray tubes, magnetic drums and magnetic tapes—the equipment can multiply and divide more than 2,000 times a second. It can add and subtract more than 16,000 times and perform 14,000 mathematical operations a second in solving a problem. In center of units is the electronic control device.



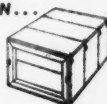
PACKERS ship better at lower cost in WIREBOUNDS



For over 40 years packers throughout the country have relied on Wirebound Boxes because Wirebound boxes are ready to pack in less than a minute, are light in weight, refrigerate faster and, above all, provide essential protection. Cash in on this proved shipping method. SHIP IN WIREBOUNDS.

WRITE FOR INFORMATION...

75 PLANTS
THROUGHOUT THE
UNITED STATES



Wirebound
BOXES & CRATES

WIREBOUND BOX MANUFACTURERS ASSOCIATION
Room 1165 • 327 S. LaSalle • Chicago 4, Illinois

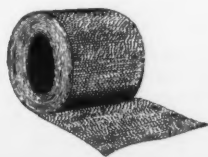
...YOUR source for SERVICE and SAVINGS



Knit from finest yarn, produced in our mill in Dallas — EBS CO KING COTT'N Stockinettes are stocked in standard sizes for immediate shipment . . . can be cut and sewn to size for

BEEF FORES HINDQUARTERS
CHUCKS ROUNDS RIBS and LOINS
VEAL SHEEP LAMBS
HAM BAGS and POULTRY BAGS

Beef Tubing and Ham Tubing of standard weight, packed into rolls for cutting to desired size by the processor.



YOUR MAIL ORDERS RECEIVE
IMMEDIATE ATTENTION AND
ARE FILLED PROMPTLY!

ENTERPRISE INCORPORATED

SERVING THE MEAT INDUSTRY SINCE 1905
Elm and Market Sts. Dallas, Texas
MEAT PACKERS' AND SAUSAGE MANUFACTURERS'
SUPPLIES AND EQUIPMENT

The Most Important Three Cents



You'll Ever Spend!

If you haul meats or poultry—a 3¢ stamp will bring you complete information on the safest, most dependable truck refrigeration systems available today . . . refrigeration that needs no separate gas engine—cools as you drive—maintains required temperatures automatically.

No matter what your truck requirements, you'll find the model of properly engineered equipment you need among the many modern COLDMOBILE units for plus 35-45°F. service.

New, advanced designs now bring you greater dependability and economy than ever before. Write today, or mail coupon below. Be ready when hot weather hits!



COLDMOBILE

Dromgold & Glenn Division
UNION ASBESTOS & RUBBER COMPANY
332 South Michigan Avenue • Chicago 4 • Illinois

Please send me promptly your new Bulletin 302.

NAME _____

STREET _____

CITY _____ ZONE _____ STATE _____

EQUIPMENT ON REVIEW

Equipment manufacturers, suppliers and distributors displayed a wide assortment of new and modified items for NIMPA conventioners. The exhibits, many of them of the "working" variety, were cleverly and attractively staged. Interest seemed to run especially high about equipment and material that had to do with the prepackaging of meats for self-service. On these four pages NP brings you, direct from the exhibit floor, the industry's latest.

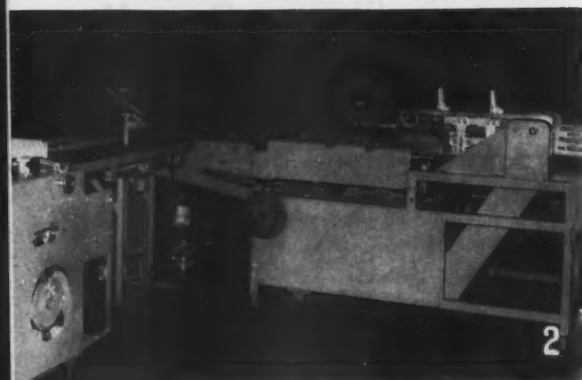
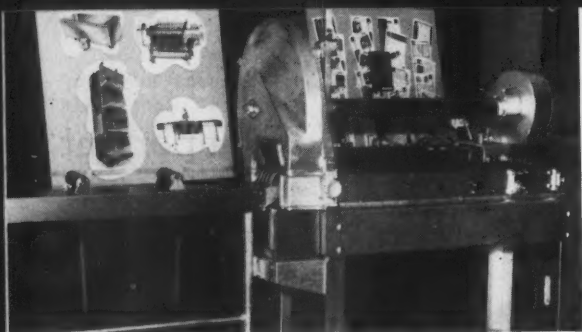
1. NEW SAUSAGE MEATS SLICER is hydraulically operated with accurate thickness control. The unit has a maximum rate of 1,200 slices per minute. Thickness can be varied from paper thin slices up to half an inch. The blade cuts clean, without smearing the product. The gripper feed travels automatically and, on its return cycle, automatically releases the butt end. The machine will handle product processed in long molds or casings. The Allbright-Nell Co., Chicago.

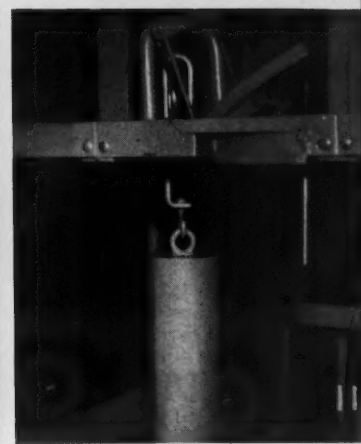
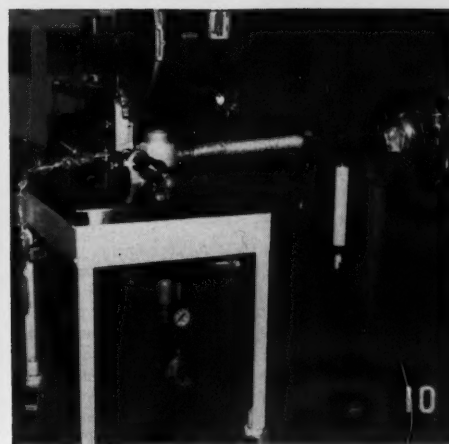
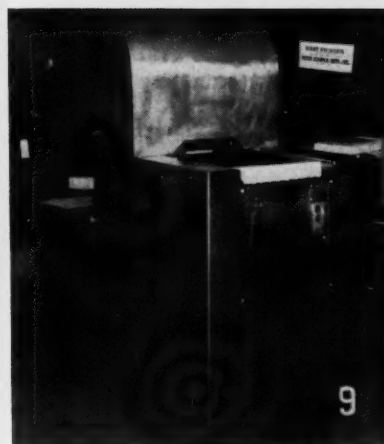
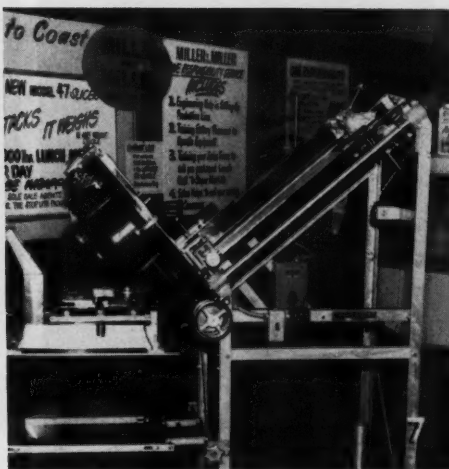
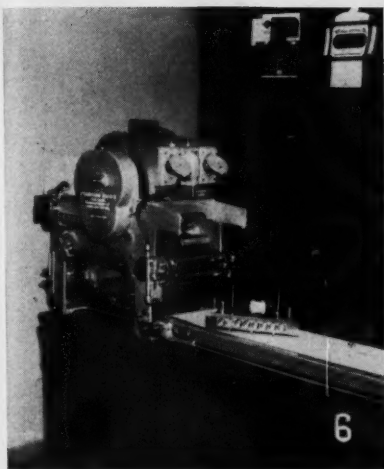
2. TWO MACHINES in this photo complete a packaging operation. The unit at left cuts sheets from a roll of wrapping material into sizes from a maximum width of 36 in., and from 3 to 26 in. long. The machine can cut two wraps at a time at rates of 70 per min., or one wrap at rates of 35 per min. This unit is used also as the assembly station at which product is placed on a cut sheet, the sheet tightened around product and heat-sealed at bottom overlap with a foot operated sealer. The machine at right completes the sealing operation by drawing ends tightly under the package and sealing them. Maximum rate with this double wrapping station is 70 packages per min. Machines are made by Miller Wrapping & Sealing Machine Co., Chicago.

3. DESIGNED FOR RAPID handling of sliced luncheon meats for prepackaging, this setup features a conveyor heat sealer capable of sealing an output of 12 packages per minute from two check scaler-wrappers. Each scale platter is modified for rapid positioning of sheet and product. A tray above the scales holds sheets of wrapping material and a center tray holds adjustment slices for weight corrections and labels. The sealer belting is washable and heat output is thermostatically controlled. Great Lakes Stamp & Manufacturing Co., Chicago.

4. NEW BACON SLICER has 950 slices per min. rate and features high speed gripper return. Slice thickness can be controlled through positive micrometric action down to 1/64 in. A dial indicates slice thickness setting. The unit has easy to adjust shingle control to give the desired spread to bacon depending on how it is to be packaged. The slicing blade operates on the planetary principle. The machine is strongly constructed, with all parts coming in contact with meat made of stainless steel. U. S. Slicing Machine Co., La Porte, Ind.

5. HERE'S A MACHINE that can handle either 1 lb. or 1/2 lb. bacon packages with no adjustment. It can, however, be adjusted by hand wheel for packages ranging in size from 9 1/2 to 11 1/2 in. long; 5 to 8 in. wide, and 1/4 to 1 in. high. The device has a self measuring paper feed for economical use of wrapping material and can handle either cellophane or Pliofilm. Mechanical arms carry the package through the sealing operation, assuring a tight seal. The sealing units themselves are clamp spring loaded. One operator handles the entire operation, turning out packages at speeds up to 60 per min. Package Machinery Co., Springfield, Mass.





6. THIS PORK SAUSAGE forming machine has a production rate of 900 to 1,000 lbs. per hour. It forms eight 1-oz. links in one operation and deposits them on a package or paper carrier. The diameter of the links is adjustable to any conventional link size. The unit can also form hamburger patties. Meats must be chilled to 26 to 28°F. to produce smear free links. The unit is said to be waterproof and readily cleaned and can be teamed with any standard stuffer. Dohm & Nelke, Inc., St. Louis.

7. BUILT TO SLICE, stack and weigh luncheon meats in one operation, this machine will handle 22 eight-slice stacks per minute. In a normal work day it is said to handle 3,500 to 4,000 lbs. of product with one operator. The machine slices within 85 to 95 per cent weight accuracy of stacked product. Slice thickness is adjusted micromatically while unit is running. Stack count can be varied from 4 to 12 slices and slice thickness from 1/32 to 1/4 in. Operating speed is 242 rpm. A back and front feed eliminates loaf "walking." The machine stops automatically at end of loaf and also has a semi-automatic honing feature. Package Enterprises, Inc., San Francisco.

8. STREAMLINED stainless steel meat

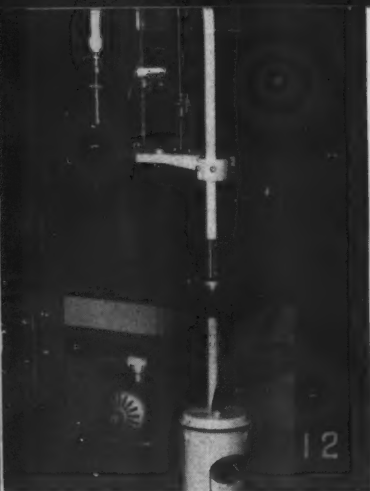
grinder cuts product through two plate sizes in one operation. It is so constructed that the throat has recessing in which two plates are placed. Between them is located a hollow ground knife with cutting edges on both sides. The motor is housed under a removable hopper. The grinder is available in several capacities. Koch Supplies, Kansas City, Mo.

9. PORTABLE INJECTION machine permits one operator to handle 240 pieces of bacon per hour. A simple adjustment regulates the amount of pickle injected. All surplus pickle is filtered through a stainless steel filter screen for reuse. Nine stainless steel reciprocating needles, actuated by a feeder bar, pull the product through the machine as they perform the injection operation. The needles are motivated by a multiple cam arrangement driven by a 1/2-hp. splash proof electric motor. The stainless steel pickle pump is powered by a standard 1/4-hp. motor. Wheels are mounted at one end so the machine can be moved easily. Cincinnati Butchers' Supply Co., Cincinnati.

10. TWO IN ONE unit stuffs out complete chub packages in any weight range from 6 oz. to 1 lb. at the rate of 15 per minute. It fills and forms the chubs from a continuous casing package material up

to 50 ft. in length. Diameter of chubs can range from 1 1/2 to 2 in. The device works with Pliofilm, Saran, cellulose and other tube materials. A crimping machine seals chubs securely to withstand subsequent handling. The machine holds 12,000 clips and crimps at the rate of 30 pieces per minute. The crimps are said not to damage the casing. Portable, the crimping machine can be used for other products. With only one operator, the unit is said to stuff, form and crimp 5,000 lbs. of product within four hours. It can handle printed casings. The positiveness of the crimp seal is shown by air filled chubs photographed several hours after closure. The Globe Co., Chicago.

11. THIS NEW AUTOMATIC trolley switch eliminates danger of open trackage. As illustrated, when trolley supporting weight is moved forward it will bring down section of switch protruding above closed trackage. Thus, the trolley engages the main rail. The trolley always rides in closed trackage as its own weight closes any opening. The unit cuts handling time in moving fresh meat or cages within a trackage system. LeFiell Co., San Francisco. The Dupps Co., German-town, Ohio, distributor.



12. THIS SINGLE, compact unit performs the vacuum pulling and crimping of a full range of Cry-O-Rap packages. The crimper, fed from a magazine holding 1,000 clips, is foot operated. Vacuum is pulled by a ¼-hp. waterproof motor. Depending upon product, rates as high as 300 pieces per hour are obtainable. The unit can be equipped with casters for ready mobility. Dewey and Almy Chemical Co., Cambridge, Mass.



13. DOUBLE WING-TYPE lock permits rapid closing of consumer type packages. Fitting into pre-slotted female opening on bottom part of the package, the lock retains the closed position during subsequent handling. The lock will not open through side action of lids. Easy locking permits operators to package up to 300 units per hour. This locking system is available in various consumer meat packages, Marathon Corp., Menasha, Wis.

14. DESIGNED TO PERMIT rapid first tying of consumer type 12-oz. and 1-lb. cellulose casings, this unit makes 150

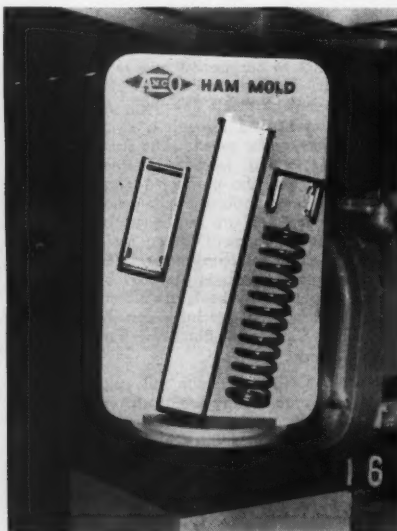
closures per minute. The operator takes the casing, gives it a twist, sets it in the crimper die, and steps on pedal to activate the crimper head which makes first closure around casing. The operator then moves casing slightly to the right to make second crimp. The technique expedites subsequent tying and hanging. Hercules Fasteners, Inc., Elizabeth, N. J.

15. FOOT OPERATED sausage tyer permits the second tying of the stuffed product at the stuffing table. The unit has been applied to the various sausage products such as ring bologna, one pound consumer packages and various large items both in natural and cellulose casings. It feeds pre-cut non-rust staples in lots of 50. When used in tying stockinnettes, the unit is said to save 4 in. of stockinnetting. A built-in trimmer cuts excess neck as operator brings the closed package against the blade. The Heller Co., Cleveland.

16. NEW HAM MOLD assures positive compression of product during cooking cycle, reducing the amount of product

classified as ends. The unit saves time in washing, stuffing and handling. Made of heavy stainless steel to withstand handling, its smooth welded seams and ends facilitate easy removal of product. The spring is set in mold first and the bottom plate (top right) is placed on top of the spring. Product is then vacuum-stuffed and the pressure head (left) is placed on top of the product. Hand compressed, the pressure head is then locked to the lip of the mold by two retainer clips (not shown). The Allbright-Nell Co., Chicago, is the manufacturer.

17. THIS NEW DEVICE frees salt from the brine used in unit coolers or spray decks. It freezes water to its coils and pumps the concentrated brine back to the refrigeration unit. When coils are covered with ice, it automatically defrosts and discharges water to sewer outlet. The unit discharges 600 lbs. of water per day and can handle the moisture pick up from about 30,000 lbs. of carcass meats. Buildice Co., Inc., Chicago.



18. REVISED MODEL of frozen meat slicer has positive safety control. When hopper hood, enclosing cutting section, is lifted, knife will not become operative until the hood is locked back in position and unit reactivated by a push button. The knife always rests in a recessed position. Product is fed by gravity through the 9x22-in. hinged hopper. All parts coming in contact with meat are made of stainless steel. Electrical equipment is water and steam proof, allowing rapid cleanup. The one piece knife is easily removed. All component parts of the machine can be replaced quickly with standard parts. Unit slices any frozen meat in slice thicknesses from $\frac{3}{4}$ to $1\frac{1}{2}$ in. at the rate of 20 slices per minute. H. G. Weber & Co. Inc., Kiel, Wis.

19. A SMALLER PORTABLE model of pressure machine handles boneless hams and other boned products stuffed in fibrous casings at the rate of about 10 pieces per minute. The open end of the stuffed casing is pleated and placed in an aluminum closure. The machine crimps the closure, holding the product firmly in position then pneumatically forces product firmly into the casing. At this point, operator pushes button and metal crimp seals casing. Made of stainless steel, the unit is produced by Irving Machinery Co., Philadelphia.

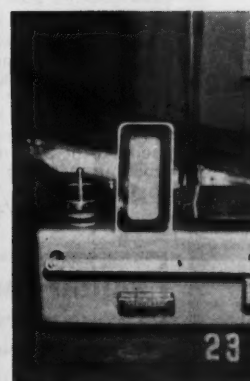
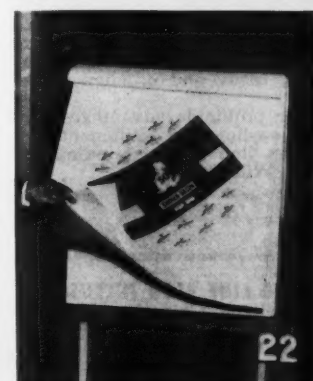
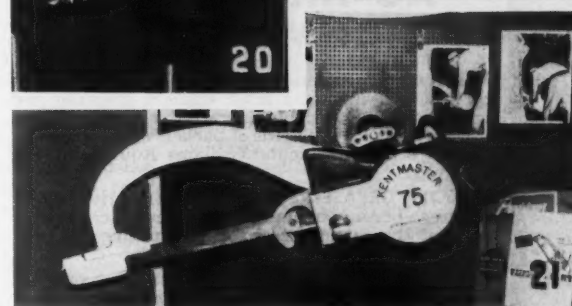
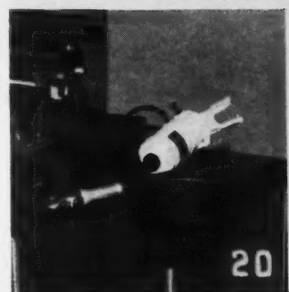
20. THIS MECHANICAL dehider upgrades hide quality by reducing the number of cut and scored hides. The unit permits the new employee to learn rapidly how to skin hides. The unit is fully waterproof and is powered by an $\frac{1}{4}$ -hp. electric motor. Power is transmitted through a flexible shaft from the mounted motor. The tool is said to be easy to handle. The Globe Co., Chicago.

21. DESIGNED FOR the smaller beef plant, this streamlined reciprocating saw can split an average beef carcass in one minute. The blade is easily detachable. While sturdy, the unit has only sufficient weight to steady the cutting action of its saw. The electric motor is waterproof and has a control switch located on main handle for easy flicking. Kentmaster Mfg. Co., Inc., Los Angeles.

22. LAMINATION OF the various component parts of ham and bacon wrap paper expedites the wrapping operation. The operator has only one sheet to pick up which contains the desired combination of wrapping material. Lamination welds into one unit any desired combination of greaseproof inner glassine, a middle grease absorbent paper and an outer printed parchment type paper. For bacon wrapping, two sheets, as customer specified, can be laminated into a single wrapping sheet. Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.

23. SHADOGRAPH SCALE features lighted reading, allowing the operator to determine readily the weight from any position, including the sides. Large numerals and maximum dial travel in proportion to weight permit rapid reading and close tolerance control. Shadow lighting pinpoints the exact weight. Platters are available in 6x6-in. and 8x6-in. sizes. The unit offers unobstructed vision of the dial regardless of the size of the package. It is available in 4-oz., 8-oz., 1-lb. and 3-lb. sizes. The Exact Weight Scale Co., Columbus, Ohio.

24. SHRINKING DEVICE, with traveling conveyor, 18 in. wide that moves at the rate of 25 ft. per min., provides 12,000 ft. of conveyor travel for package shrinking operations in a normal work day. Curtains at either end of the unit keep heat from escaping. A 2-in. dip in the center wets the bottom of the package. The dip can be adjusted for smaller packages. Water is heated with low pressure steam to 205°F. through a manually controlled valve. A float valve replaces lost water. All water is screened during pumping to minimize clogging. Automatic Poultry Feeder Co., Zeeland, Mich.





WILLIAMS "NO-NIFE" HOGS & HAMMER MILLS

Williams' wide experience in the recommendation of correct equipment for more efficient grinding and crushing has invariably increased output and decreased costs for hundreds of packers and processors. Here are a few benefits Williams Equipment can give you:

GREATER GREASE RECOVERY by properly preparing green bones, carcasses, entrails, meat scraps, etc., without the use of excessive heat and regardless of extraction method.

CONSTANT BY-PRODUCT UNIFORMITY by correctly grinding and handling of dry bones, cracklings or tannage, and glue stock.

MORE EFFICIENT OPERATION — The reduction of dry materials down to 8 mesh — or the grinding to small size of materials with high grease content is done more quickly, easily and economically — in one operation!

There are many other profitable advantages provided by Williams' know-how and equipment. It's good business to discuss your present grinding and crushing methods with Williams.

Write Today!

WILLIAMS COMPLETE LINE ALSO INCLUDES:

- COMPLETE "Packaged" PLANTS engineered to deliver finished saleable by-products
- VIBRATING SCREENS
- STEEL BINS
- BUCKET ELEVATORS AND CONVEYORS

WILLIAMS PATENT CRUSHER & PULVERIZER CO.
2708 NORTH NINTH STREET ST. LOUIS 6, MO.

WILLIAMS
CRUSHERS GRINDERS SHREDDERS
OLDEST AND LARGEST MANUFACTURER OF HAMMER MILLS IN THE WORLD

DENMAN . . .

helps to keep the nation's meats rolling along . . . safely and on schedule!

Rigid laboratory control and inspection has resulted in the excellent record of "on time" deliveries being chalked up every day by packers in all sections of the country.

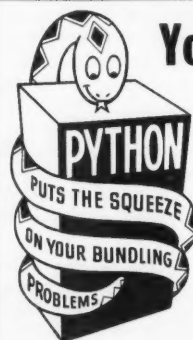
For a longer and smoother ride . . . with greater dependability . . . switch to DENMAN!



Symbol of Quality and Dependability

DENMAN

RUBBER MANUFACTURING COMPANY
WARREN • OHIO



Your Best Buy...

For Economical
Wrapping & Bundling
PYTHON

Improved
HEAVY DUTY BUTYL

RUBBER BANDS

- ★ Extra Strong, Heavy Duty
- ★ Convenient and Efficient
- ★ Time Saving, Lowest Cost
- ★ Complete Range of Sizes
- ★ Makes Bundling A "Snap"

Order from Manufacturers Co-Operative
59 East Van Buren St., Chicago, Ill.
or Direct

WRITE
for
SAMPLES
and
PRICE
CATALOGUE

BERMAN RUBBER CO.

ROCHESTER, NEW YORK

Mailing Address — P. O. Box 21, Rochester 17, New York

Total Output Of Meat Gains Despite Decrease In Week's Beef Volume

INCREASES in slaughter of most classes of livestock were just voluminous enough to account for a 1 per cent increase in meat production under federal inspection for the week ended May 2 over output for the week

its record volume of the week before, but still ranged about 41 per cent above butchering at this time last year. Calf slaughter rose from the previous week, and also continued above a year ago. Hog slaughter also increased, but con-

last year. Production of veal totaled 13,800,000 lbs. against 12,900,000 lbs. the preceding week and 9,100,000 lbs. a year ago.

Hog slaughter was increased to 929,000 head as against 910,000 the week before, but remained below the 1,194,000 butchered in the same week last year.

Output of pork, consequently, rose to 123,300,000 lbs. from 119,300,000 lbs. the previous week and was compared with 156,400,000 lbs. turned out a year ago. Lard output, despite a rise in hog kill, dropped slightly to 31,600,000 lbs. from 31,800,000 lbs. the previous week and 43,700,000 lbs. last year.

Slaughter of sheep and lambs numbered 268,000 head against 259,000 the preceding week and 225,000 a year earlier. Production of the meat increased slightly to 12,600,000 lbs. from 12,400,000 lbs. the week before and 10,600,000 lbs. a year ago.

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended May 2, 1953, with comparisons

	Beef	Veal	Pork	Lamb and	Total
	Number	Prod.	Number	Prod.	Prod.
May 2, 1953	328	184.7	127	13.8	929
April 25, 1953	331	186.4	122	12.9	910
May 3, 1952	232	130.8	88	9.1	1,104

AVERAGE WEIGHTS (LBS.)

	Cattle	Calves	Hogs	Sheep and	Lard	Total
	Live	Dressed	Live	Dressed	Per 100	Total
Week Ended						
May 2, 1953	1,005	563	195	109	237	133
April 25, 1953	1,005	563	190	106	235	131
May 3, 1952	1,002	564	185	103	240	131

previous, a U. S. Department of Agriculture report indicated. Production of meat, on an increase in the same week in 1952 hit 307,000,000 lbs., but was not enough to reach closer than within 9 per cent of that for the immediate period under study. Early estimates of marketings of cattle and sheep around the 20 major packing centers pointed to decreases in slaughter of those animals, but this was borne out only in cattle.

Cattle slaughter dropped some from

tinued to lag behind butchering a year ago. Sheep slaughter rose, too, under heavy butchering of spring lambs around western packing centers.

Slaughter of cattle numbered 328,000 animals compared with 331,000 the week before and 332,000 last year, resulting in 184,700,000, 186,400,000 and 130,800,000 lbs. of the meat for the three periods, respectively.

The increase in calf slaughter pushed the week's kill to 127,000 head from 122,000 the previous week and 88,000

CUTTING MARGINS DIP FURTHER INTO MINUS COLUMN

(Chicago costs and credits, first two days of week)

Decreased hog receipts, which forced live costs upward, had no bolstering effect on pork prices, which averaged lower than in the first two days of last week. The result was another drop in cutting margins of all hog classes.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures.

—150-220 lbs.—				—220-240 lbs.—				—240-270 lbs.—				
	Pct. live wt.	Price per lb.	Value per cwt. fin. yield		Pct. live wt.	Price per lb.	Value per cwt. fin. yield		Pct. live wt.	Price per lb.	Value per cwt. fin. yield	
Skinned hams	12.6	53.0	\$ 6.68	\$ 9.59	12.6	53.0	\$ 6.68	\$ 9.39	12.9	52.2	\$ 6.72	\$ 9.46
Picnics	5.6	32.5	1.82	2.63	5.5	31.5	1.73	2.43	5.3	31.3	1.65	2.33
Boston butts	2.9	44.8	1.88	2.73	4.1	44.8	1.84	2.60	4.1	44.8	1.83	2.56
Loins (blade in)	10.1	51.0	5.15	7.45	9.8	50.5	4.95	7.02	9.6	45.5	4.37	6.10
Lean cuts			\$15.53	\$22.40			\$15.20	\$21.44			\$14.57	\$20.45
Bellies, S. P.	11.0	40.5	4.46	6.44	9.5	40.2	3.82	5.43	3.9	37.5	1.46	2.07
Bellies, D. S.					2.1	28.5	.60	.86	8.6	28.5	2.45	3.33
Fat backs					3.2	7.7	.25	.35	4.0	8.5	.39	.54
Plates and jowls	2.9	16.9	.50	.72	3.0	16.9	.51	.66	3.4	16.9	.58	.82
Paw leaf	2.3	10.6	.24	.34	2.2	10.6	.23	.33	2.2	10.6	.23	.33
P.S. lard, rend. wt.	13.9	10.3	1.39	1.90	12.3	10.3	1.27	1.79	10.4	10.5	1.07	1.49
Fat cuts and lard			\$ 6.59	\$ 9.40			\$ 6.68	\$ 9.42			\$ 6.18	\$ 8.58
Spareribs	1.6	42.0	.67	.97	1.6	34.0	.54	.78	1.6	21.0	.34	.46
Regular trimmings	3.3	25.7	.85	1.21	3.1	25.7	.80	1.08	2.9	25.7	.75	1.05
Feet, tails, etc.	2.0	9.7	.19	.27	2.0	9.7	.19	.27	2.0	9.7	.19	.27
Offal & misc.			.65	.90			.65	.89			.65	.88
TOTAL YIELD												
& VALUE	69.5	\$24.48	\$35.24	71.0	\$24.06	\$33.88	71.5	\$22.68	\$31.60			
		Per cwt. live				Per cwt. live				Per cwt. live		
Cost of hogs		\$23.76	Per cwt.	\$23.88	Per cwt.	\$23.74	Per cwt.	\$23.74	Per cwt.	\$23.74	Per cwt.	
Condemnation loss		.10	fin.	.10	fin.	.10	fin.	.10	fin.	.10	fin.	
Handling and overhead		1.40	yield	1.21	yield	1.00	yield	1.00	yield	1.00	yield	
TOTAL COST PER CWT.		\$25.26	\$36.36	\$25.19	\$35.48	\$24.93	\$34.88	\$24.93	\$34.88			
TOTAL VALUE		\$24.48	\$35.24	\$24.06	\$33.88	\$22.68	\$31.60	\$22.68	\$31.60			
Cutting margin		—\$.78	—\$.12	—\$.13	—\$.10	—\$.25	—\$.18	—\$.25	—\$.18			
Margin last week		—\$.33	—\$.47	—\$.74	—1.03	—2.12	—2.90	—2.12	—2.90			

AMI PROVISION STOCKS

Total of all pork meat holdings for the two-week period ended May 2, dropped 5 per cent below stocks reported on April 18, according to the American Meat Institute. Total pork stocks at 407,900,000 lbs. compared with 427,700,000 lbs. on April 18. A year ago these holdings were reported at 626,400,000 lbs. and the comparable date, 1947-47 average at 422,300,000 lbs.

Total lard and rendered pork fat holdings amounted to 134,900,000 lbs. against 142,000,000 lbs. two weeks before and 138,800,000 lbs. a year ago. The two-year average was 146,200,000 lbs.

The accompanying table shows stocks as percentages of holdings three weeks earlier, last year, and 1947-49 average.

	May 2 stocks as	Percentages of	Inventories on
	Apr. 15	Apr. 26	1947-49
	1953	1952	Av.
BELLIES:			
Cured, D. S.	95	62	54
Cured, S. P. & D. C.	95	71	59
Frozen-for-cure, regular	85	56	260
Frozen-for-cure, S.P. & D.C.	94	62	108
Total bellies	94	63	83
HAMS:			
Cured, S.P. regular	113	56	53
Cured, S.P. skinned	97	82	90
Frozen-for-cure, regular	300	300	60
Frozen-for-cure, skinned	106	66	105
Total hams	102	73	96
PICNICS:			
Cured, S.P.	63	67	110
Frozen-for-cure	98	80	186
Total picnics	97	82	154
FAT BACKS:			
D.S. CURED	98	131	89
OTHER CURED AND FROZEN-FOR-CURE			
Cured, D.S.	84	43	33
Cured, S.P.	98	69	54
Total cured	86	61	48
Frozen-for-cure, D.S.	92	51	98
Frozen-for-cure, S.P.	92	51	98
Total other	92	54	68
BARRELED PORK	91	83	67
TOT. D.S. CURED			
ITEMS	96	75	61
TOT. FROZ. FOR D.S.			
OURE	85	53	121
TOT. S.P. & D.S. CURED	96	77	74
TOT. S.P. & D.C. FROZ.	97	64	113
TOT. CURED & FROZEN-FOR-CURE	96	68	91
FRESH FROZEN			
Loins, shoulder butts and spareribs	93	49	100
All other	87	60	124
Total	90	53	143
TOT. ALL PORK MEATS	95	65	97
RENDERED PORK FATS	96	84	75
LARD	95	97	93

I wouldn't be caught
dead
wrapped in anything but



Sta-Tuf

One of a number
of HPS Meat Wraps that
MEET MEAT'S MUSTS
for uniformly good quality



CHICAGO 38, ILLINOIS
PAPERS FOR PACKERS FOR 50 YEARS



MORRIS FRUCHTBAUM, C. E.
PACKINGHOUSE ENGINEER AND CONSULTANT
SUITE 704-5-6 328 CHESTNUT STREET
PHILADELPHIA 6, PENNSYLVANIA

HENSCHIEN, EVERDS and CROMBIE

Architects and Engineers Since 1914

59 E. VAN BUREN STREET • CHICAGO 5, ILLINOIS

Phone: WA bash 2-1263

CHICAGO PROV. STOCKS

Lard inventories in Chicago on April 30, amounted to 107,773,466 lbs., according to the Chicago Board of Trade. This was a decrease compared with the 109,219,278 lbs., of the product in stock at the close of March, but a sharp increase over the 55,377,176 lbs. a year earlier. Total of all bellies rose to 5,117,361 lbs. as against 4,568,336 lbs. a month earlier and 6,715,141 lbs. last year. Chicago provision stocks by items appear below:

	Apr. 30 53 lbs.	Mar. 31 53 lbs.	Apr. 30 52 lbs.
All barreled			
Pk. (bbis.)...	884	927	3,228
P.S. lard (a)...	80,965,169	79,468,380	47,386,470
P.S. lard (b)...	10,171,655	11,778,780	.....
Dry rendered			
lard (a).....	8,060,437	8,339,517	3,508,487
Dry rendered			
lard (b).....	2,252,065	2,586,707	.....
Other lard.....	6,294,140	7,035,894	4,482,219
TOTAL LARD...	107,773,466	109,219,278	55,377,176
D.S. Cl. bellies			
(contr.).....	69,400	28,200	506,900
D.S. Cl. bellies			
(other).....	5,047,961	4,540,136	6,208,241
TOT. D.S. CL.			
BELLIES.....	5,117,361	4,568,336	6,715,141
D.S. rib bellies.			
D.S. fat backs.	2,811,545	2,705,289	1,365,785
S.P. regular			
hams.....	151,890	167,890	195,009
S.P. skinned			
hams.....	15,475,101	14,037,884	20,053,943
S.P. bellies			
S.P. picnic.	18,569,129	17,354,079	23,412,607
S.P. Boston			
shoulders.....	11,084,916	11,288,882	12,476,421
Other cuts			
meats.....	8,306,106	10,708,204	15,290,653
TOTAL ALL			
MEATS.....	61,516,048	60,830,564	79,508,950

(a) Made since Oct. 1, 1952. (b) Made previous to Oct. 1, 1952.
The above figures cover all meat in storage in Chicago, including holdings owned by the Government.

COLD STORAGE HOLDINGS IN CANADA

Cold storage holdings in Canada on April 1, 1953, with comparisons, as reported to THE NATIONAL PROVISIONER, first three columns in 1,000 lbs.:

	Apr. 1 1953*	Mar. 1 1953†	Apr. 1 1952	5-yr. Av. Apr. 1
Beef, frozen.....	30,965	32,009	10,026	13,882,600
Veal, frozen.....	1,105	1,657	1,226	1,470,000
Pork, frozen.....	53,737	51,917	37,425	31,485,200
Mutton & Lamb, frozen.....	1,890	2,819	1,960	3,030,400

*Preliminary. †Revised.

CHICAGO PROV. SHIPMENTS

Provision shipments, by rail, in the week ended May 2, with comparisons:

	Week May 2	Previous Week	Cor. Week 1952
Cured meats, pounds.....	3,357,000	3,102,000	14,544,000
Fresh meats, pounds.....	23,692,000	20,125,000	25,109,000
Lard, pounds...	2,791,000	3,756,000	3,843,000

Value of Canadian Meat Output Set Record in '51

Production of Canada's slaughtering and meat packing industry in 1951 reached a new peak value of \$892,090,600, nearly 18 per cent over the previous high value of \$757,043,400 in 1950, according to the Dominion Bureau of Statistics' annual report. The number of animals slaughtered in the year was down 5.7 per cent from 1950, the numbers of all types of animals except hogs (which showed a slight increase) being lower. Their cost value, however, was 16.3 per cent higher at \$607,808,500, and the total cost of all materials up 18.9 per cent at \$767,979,800.

Production of fresh and frozen beef—the most important single item—amounted to 573,578,000 lbs. valued at \$299,418,800, down 2.6 per cent in volume from 1950 but up 24.3 per cent in value. Next was fresh and frozen pork at 310,835,900 lbs. valued at \$130,142,300, an increase of 12.3 per cent in quantity and 27.7 per cent in value. Bacon and sides was third in value with 75,795,000 lbs. at \$42,331,100, showing a decrease of 30.3 in volume and 13.5 in value. Bologna and wieners at 86,771,800 lbs. were valued at \$36,792,800, both volume and value being higher by 7.4 and 35.3 per cent, respectively.

Fresh and frozen meat, including poultry, accounted for \$508,979,400 or 57.1 per cent of the industry's total sales; cured meats, including cooked meats and fresh sausage, for \$249,319,000 or 27.3 per cent; lard and shortening for \$58,401,000 or 6.5 per cent; hides and skins for \$25,177,400 or 2.8 per cent; and miscellaneous products for the remaining \$56,212,000 or 6.3 per cent.

There were 155 plants in operation in 1951, two less than in 1950. Employees numbered 20,914 as compared with 20,522, and wages and salaries aggregated \$62,108,900 as against \$54,532,000.

CANADIAN LIVESTOCK

March average prices for livestock at 11 Canadian markets as reported to THE NATIONAL PROVISIONER.

	STEERS to 1000 lbs.	VEAL CALVES Good, Ch.	HOGS* Gd. B ¹ Dr.	LAMBS Gd. Handlyw.
Toronto	\$21.07	\$28.15	\$27.36	\$26.34
Montreal	20.63	25.14	27.98	24.08
Winnipeg	19.32	26.18	25.39	24.08
Calgary	19.70	27.15	25.85	20.79
Edmonton	18.64	28.60	25.74	21.98
Lethbridge	18.49	24.47	25.64	21.61
Pr. Albert	18.72	26.05	24.27	19.00
Moose Jaw	19.54	25.18	24.35	...
Saskatoon	18.76	28.19	24.50	20.25
Regina	18.47	27.37	24.64	19.89
Vancouver	19.92	26.42	27.52	...

*Dominion Government premiums not included.

ANIMAL FOODS PRODUCTION

A total of 33,296,709 lbs. of animal foods were canned under federal inspection during March, according to a Bureau of Animal Industry report. This was compared with 35,067,312 lbs. of product canned in February and 50,973,796 lbs. in March, 1952.

HERE IT IS!

It's NEW!

It's Exclusive!

it's **PINK!**

it's NEW

DIVERSOL

CX

"Yes, now DIVERSOL is pink (color patented) to make sure that it's not mistaken for something else... now quickly, easily distinguishable from all other sanitation materials you stock and use... no chance for error! Yes, now only DIVERSOL CX can give you "color-protection"... plus all of the other outstanding qualities of regular DIVERSOL... recognized as the leading bactericide-disinfectant for over 25 years! New DIVERSOL CX is safe... will not stain equipment. Approved by Boards of Health."

for Disinfecting in-the-PINK

Order NEW DIVERSOL CX Today!

THE DIVERSEY CORPORATION

1820 Roscoe Street • Chicago 13, Illinois

Amazing New Discovery

SAVE TIME—LABOR—MATERIAL!

NOCON PACKINGHOUSE CLEANERS

NOCON*PACKINGHOUSE*CLEANER is an all purpose cleaner and is used in all operations of a meat packing plant. For killing floors, walls, meat trucks, trolleys, hooks, pans, also aluminum cleaner.

NOCON-HOG-SCALD

CUTS SHAVING TIME AS MUCH AS 50%

GUARANTEED UNCONDITIONALLY

Fast — Economical — Saves Labor — Produces cleaner snouts, whiter carcasses free from scurf and slime. Approved for use by the U. S. Department of Agriculture. A trial order will convince you.

NOCON- #44 HEAVY DUTY Smoke House Cleaner

the fastest, most economical labor-saving smoke-house cleaner presently on the American market.



SAVE TIME—LABOR—MATERIAL!

REPRESENTATIVES

PHIL HANTOVER, INC.
1717 McGee St.
Kansas City 8, Mo.

MYRON SNYDER
Fruit & Product Exchange
Boston 9, Mass.

NOCON PRODUCTS CORPORATION

62 WILLIAM ST.

NEW YORK 5, N. Y.

—WRITE FOR FULL INFORMATION—

Bunn Package Tying Machines



TRIPLE YOUR TYING OUTPUT!

Reports from customers (names on request) show that Bunn machines tie packages of meat products at least 3 times faster than hand methods. Thus, a Bunn machine can tie about 500 hams, 500 bacon slabs or 1500 sausage or wiener boxes per hour.

Besides **SPEED**, Bunn machines give you:

- **AUTOMATIC ADJUSTMENT TO VARYING PACKAGES**
Immediately following large hams, the Bunn machine adjusts itself automatically to tying the smallest butt or picnic.
- **MOBILITY**—mounted on strong casters, easy to roll.
- **EASY OPERATION**—only 5 minutes' training.

Send in coupon or write address below for full details!

B. H. Bunn Co., Dept. NP-5
7605 Vincennes Ave.
Chicago 20, Ill.

Please rush Bulletin 100 telling
how Bunn machines slash pack-
age tying time, save twine
and sharply reduce costs.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____ ZONE _____ STATE _____

MAIL COUPON
FOR FREE
BULLETIN

BUNN

B. H. BUNN CO.
Dept. NP-5
7605 Vincennes Ave.
Chicago 20, Ill.

BUNN-TY-CORD for peak performance

By choosing Bunn-Ty-Cord, you're sure to get the proper grade and type of twine because it is furnished by the most experienced tying machine authorities in the U.S.—the manufacturers of the Bunn Package Tying Machine.

Available in all plies, colors and cone sizes.

For more details or for ordering, contact

BUNN SUPPLY COMPANY
7609 Vincennes Ave., Chicago 20, Illinois



MEAT and SUPPLIES PRICES CHICAGO

WHOLESALE FRESH MEATS CARCASS BEEF

Native steers	May 5, 1953
Prime, 600/800	36½ @ 27
Choice, 500/700	35½ @ 26
Choice, 700/800	35½
Good, 700/800	33½
Commercial cows	28¼ @ 29
Can. & cut.	25¼ @ 26
Bulls	28¼ @ 29

STEER BEEF CUTS*

Prime:	
Hindquarter	47.0 @ 49.0
Forequarter	29.0 @ 31.0
Round	45.0 @ 47.0
Trimmed full loin	70.0 @ 75.0
Regular chuck	31.0 @ 34.0
Fore Shank	17.0 @ 19.0
Brisket	20.0 @ 22.0
Rib	50.0 @ 52.0
Short plate	8.0 @ 10.0
Flanks (rough)	9.0 @ 10.0

Choice:	
Hindquarter	45.0 @ 47.0
Forequarter	28.0 @ 29.0
Round	45.0 @ 47.0
Trimmed full loin	63.0 @ 66.0
Regular chuck	31.0 @ 34.0
Fore Shank	17.0 @ 19.0
Brisket	20.0 @ 22.0
Rib	42.0 @ 45.0
Short plate	8.0 @ 10.0
Flanks (rough)	9.0 @ 10.0

Good:	
Round	43.0 @ 45.0
Regular chuck	31.0 @ 34.0
Brisket	20.0 @ 22.0
Rib	40.0 @ 43.0
Loins	55.0 @ 60.0

BEEF HAM SETS

Knuckles	44
Insides	42
Outsides	42

BEEF PRODUCTS

Tongues, No. 1	32 @ 33
Hearts	12½ @ 13
Livers, selected	40
Livers, regular	30½ @ 31
Tripe, scalded	5
Tripe, cooked	6
Lips, scalded	6
Lips, unscalded	5
Lungs	4½ @ 4¾
Melts	4½ @ 4¾
Udders	4½

FANCY MEATS

(L.c.l. prices)

Beef tongues, corned	33 @ 34
Veal breads, under 12 oz.	78
12 oz. up	86
Calf tongues, 1/2 down	27
Calf tongues, ¼	28
Ox tails, under ¼ lb.	10½ @ 11
Over ¼ lb.	11½ @ 12

WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs., wrapped	60 @ 65
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	63 @ 67
Hams, skinned, 16/18 lbs., wrapped	59 @ 63
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	62 @ 67
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	52 @ 58
Bacon, fancy square cut, seedless, 12/14 lbs., wrapped	46 @ 54
Bacon, No. 1 sliced, 1-lb. open-faced layers	58 @ 65½

VEAL—SKIN OFF*

(Carcass)

(L.c.l. prices)

Prime, 80/110	\$42.00 @ 44.00
Prime, 110/150	42.00 @ 44.00
Choice, 80/110	39.00 @ 42.00
Choice, 110/150	39.00 @ 42.00
Good, 50/80	35.00 @ 38.00
Good, 80/110	38.00 @ 40.00
Good, 110/150	38.00 @ 40.00
Commercial, all wts.	32.00 @ 35.00

CARCASS LAMBS*

(L.c.l. prices)

Prime, 30/50	\$48.00 @ 50.00
Choice, 30/50	48.00 @ 50.00
Good, 50/60	45.00 @ 48.00
Good, all weights	42.00 @ 48.00

CARCASS MUTTON*

(L.c.l. prices)

Choice, 70/down	None quoted
Good, 70/down	None quoted
Utility, 70/down	None quoted

*April 30 prices.

SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40% bbls.	27
Pork trim., guar. 50% lean, bbls.	29
Pork trim., 80% lean, bbls.	45 @ 46
Pork cheek meat, trmd., bbls.	56
Bull meat, bon's, bbls.	37 @ 37½
C.C. cow meat, bbls.	35
Beef trimmings, bbls.	27 @ 27½
Bon's chunks, bbls.	37
Beef cheek meat, trmd., bbls.	21 @ 21½
Beef head meat, bbls.	19 @ 19½
Shank meat, bbls.	39
Veal trim., bon's, bbls.	34½

FRESH PORK AND PORK PRODUCTS

(L.c.l. prices)

Hams, skinned, 10/14	54
Hams, skinned, 14/16	54
Pork loins, regular	
12/down, 100's	54 @ 55
Pork loin, boneless, 100's	77
Shoulders, skinned, bone-in, under 16 lbs., 100's	39
Picnics, 4/6 lbs., loose	33 @ 39½
Picnics, 6/8 lbs., loose	32 @ 32½
Boston butts, 4/8 lbs.	48 @ 49
Tenderloins, fresh, 10's	49 @ 52
Neck bones, bbls.	12
Livers, bbls.	23 @ 24
Brains, 10's	24
Ears, 30's	12 @ 14
Snouts, lean-in, 100's	9 @ 10
Feet, s.c., 30's	8 @ 9

SAUSAGE CASINGS

(L.c.l. prices)

(L.c.l. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1½ to 1½ in.	50 @ 65
Domestic rounds, over 1½ in., 140 pack.	85 @ 1.05
Export rounds, wide, over 1½ in.	1.25 @ 1.40
Export rounds, medium, 1½ @ 1½ in.	90 @ 1.00
Export rounds, narrow, 1½ in. under	1.00 @ 1.25
No. 1 weasands, 24 in. up	12 @ 15
No. 1 weasands, 22 in. up	9 @ 12
No. 2 weasands	8
Middles, sewing, 1½ @ 2 in.	95 @ 1.06
Middles, select, wide, 2 @ 2½ in.	1.40 @ 1.50
Middles, select, extra, 2½ @ 2½ in.	1.95 @ 2.10
Middles, select, extra, 2½ in. & up.	2.75 @ 3.00
Beef bungs, export, No. 1	20 @ 23
Beef bungs, domestic	15 @ 17
Dried or salted bladders, per piece:	
12-15 in. wide, flat.	17 @ 20
10-12 in. wide, flat.	9 @ 10
8-10 in. wide, flat.	5 @ 9

Pork casings:	
Extra narrow, 29 mm. & dn.	4.00 @ 4.35
Narrow, mediums, 29 @ 32 mm.	4.00 @ 4.25
Medium, 32 @ 35 mm.	2.85 @ 2.85
Spec. med., 35 @ 38 mm.	1.85 @ 1.75
Export bungs, 34 in. cut.	32 @ 35
Large prime bungs, 34 in. cut	22 @ 25
Medium prime bungs, 34 in. cut	15 @ 17
Small prime bungs	8 @ 11
Middles, per set, cap. off.	50 @ 60

DRY SAUSAGE

(L.c.l. prices)

Cervelat, ch. hog bungs	90 @ 1.01
Thuringer	45 @ 48
Farmer	82 @ 84
Holsteiner	90 @ 93
B.C. Salam	83 @ 85
Genoa style Salam, ch.	94 @ 97
Pepperoni	74 @ 81

VOLLRATH...the line designed to speed meat handling



Colander

Ideal for meat packers. This solid, stainless steel colander stays new looking longer. Large handles simplify use. Colander features special drain-fast perforations to speed operations. Large 11 quart capacity.

You'll find hundreds of uses for functional, durable and good-looking Vollrath Stainless Steel Ware. Seamless, crevice-free construction is easy-to-clean, corrosion resistant and non-contaminating. See your Vollrath distributor.

VOLLRATH guards the quality of your meat products

- ✓ Pails
- ✓ Meat Loaf or Chili Mold Pans
- ✓ Oval Tubs
- ✓ Meat Trays
- ✓ Meat Pans
- ✓ Scoops
- ✓ Covered Storage Containers
- ✓ Casing Pans



THE VOLLRATH CO.
SHEBOYGAN, WISCONSIN

Sales and Display Rooms
New York • Chicago • Los Angeles



REFRIGERATION COSTS REMAIN UNCHANGED FOR MANY YEARS

By Philip D. Sang, Vice President
Goldenrod Ice Cream Co., Chicago, Ill.

"Over a period of 23 years we constructed seven ice cream hardening rooms, using cork insulation. In 1935, after consolidating production in one plant, we commissioned United Cork Companies to design and construct a new hardening room of the most modern type and efficiency. This was to maintain a temperature of -40° and called for 8000 sq. ft. of surface area.

"This room proved so successful that another room was built in 1945. So far as we can ascertain, the consumption of electricity for refrigerating these rooms is now no greater than when they were new.

"If called upon for further expansion, we would certainly again use corkboard insulation."

Integrated Responsibility

A major factor in the effectiveness of United BB Corkboard in this and thousands of other installations in meat, milk, frozen food plants and other applications requiring low-temperature insulation is to be found in the unified responsibility of United Cork Companies . . . from selection of the grades of raw materials imported to the erection of the complete job.

Cork itself, of course, has unique natural insulation properties, and United Cork's patented process of block baking (BB) the cork granules into corkboard without the use of any binder makes most effective use of these natural advantages.

Each installation of United Cork BB Corkboard is planned by engineers thoroughly experienced in the requirements of refrigeration work. These engineers are located at each of United Cork's branch offices throughout the country. They are prepared to cooperate with architects and general contractors in designing low-temperature insulation as an integral part of the complete building.

United Cork Companies' erection crews, which are also located at each of the branch offices, then take the engineering blueprints and convert the designs into a finished insulation job. The branch office concerned also checks on the operating effectiveness of each installation to assure complete customer satisfaction.

If you would like to know more about the scope of United Cork Companies' service—and about the ways in which installations have stood up under the toughest conditions—just drop a line to United Cork Companies, Dept. 1-1, Kearny, N. J.

NOW you can produce



"Sausage at its Best
in its Natural Dress"

with
A. Dewied

SELECTED NATURAL
HOG AND SHEEP CASINGS

A. DEWIED Selected Natural Hog and Sheep Casings are inspected for uniform size, length and strength... expertly cleaned . . . pressure-tested. They give sausage the smooth, well-filled appearance and "naturally fine" eating quality your customers like!



A. DEWIED CASING CO.

MAIN OFFICE: P.O. BOX 562 - SACRAMENTO, CALIF.

CLEANING PLANTS { SACRAMENTO: Broderick, Calif. Phone GI lbert 3-6297
LOS ANGELES: 3399 E. Vernon. Phone LA fayette 7180

All your meats are
BANQUET-GRAND
when seasoned with pure
BANQUET BRAND!



You can't put in better-tasting seasonings
than Banquet Brand PURE Pepper and
Spices—from McCormick, *the World's
Largest Spice and Extract House!* McCormick
means unequalled flavor *penetration*
and *retention!* Tell your McCormick Banquet
Brand man your needs—let the McCormick
resources and laboratories work for YOU!



Contact your local McCormick office or write to:
McCORMICK & CO., Inc.
WORLD'S LARGEST SPICE AND EXTRACT HOUSE
Baltimore 2, Maryland

DOMESTIC SAUSAGE (l.c.l. prices)

Pork sausage, hog casings...	48
Pork sausage, sheep cas...	@57
Frankfurters, sheep cas...	51
Frankfurters, skinless...	@46½
Bologna...	48
Bologna, artificial cas...	37½ @41½
Smoked liver, hog bungs...	47 @49
New Eng. lunch, spec...	75 @77
Souse...	30 @83
Polish sausage, smoked...	48 @62
Pickled & Pimiento loaf...	35 @49½
Peppered loaf...	44 @64½
Olive loaf...	37 @51½
Smokey snacks...	54½
Smokey links...	64½

SPICES

(Basis Chgo., orig. bbls., bags, bales)	Whole	Ground
Allspice, prime...	36	40
Resifted...	38	42
Chili powder...	47	47
Chili Pepper...	47	47
Cloves, Zanzibar...	1.77	1.92
Ginger, Jam., unbl...	22	30
Ginger, African...	20	28
Mace, fancy, Banda...	1.35	1.35
East Indies...	1.31	1.31
Mustard flour, fancy...	37	37
No. 1...	33	33
West India Nutmeg...	44	44
Paprika, Spanish...	52	52
Pepper, Cayenne...	58	58
Red, No. 1...	54	54
Pepper, Packers...	1.65	2.06
Pepper, white...	1.63	1.85
Malabar...	1.65	1.79
Black Lampung...	1.65	1.79

SEEDS AND HERBS (l.c.l. prices)

	Whole	Ground for Saus.
Caraway seed...	15	20
Cuminos seed...	23	28
Mustard seed, fancy...	23	28
Yellow American...	15	33
Oregano...	26	33
Coriander, Morocco...	12	17
Natural No. 1...	36	47
Marjoram, French...	48	61
Sage, Dalmatian...		
No. 1...		

CURING MATERIALS

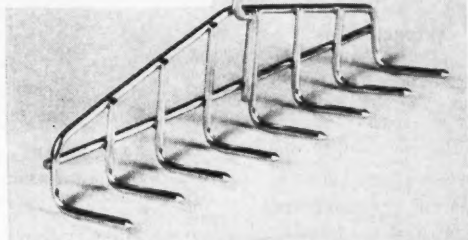
	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo...	\$ 9.39
Saltpeter, n. ton, f.o.b. N.Y.:	
Dbl. defined gran...	11.25
Small crystals...	14.00
Medium crystals...	15.40
Pure rfd., gran. nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	6.25
Salt—	
in min. car. of 45,000 lbs., only, paper sacked, f.o.b. Chgo.:	
Granulated...	\$22.00
Rock, per ton in 100-lb. bags, f.o.b. warehouse, Chgo...	25.50
Sugar—	
Raw, 96 basis, f.o.b. N.Y...	6.49
Refined standard cane gran., basis...	8.70
Refined standard beet gran., basis...	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La.	
less 2%...	8.40
Celulose dextrose, per cwt.	
L.C.L. ex-warehouse, Chgo...	7.96
C/L Del. Chgo...	7.86

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles May 5	San Francisco May 5	No. Portland May 5
FRESH BEEF (Carcass):			
STEER:			
Choice:			
500-600 lbs.	\$39.00@40.00	\$39.00@40.00	\$38.00@40.00
600-700 lbs.	38.00@39.00	38.00@39.00	37.00@39.00
Good:			
500-600 lbs.	37.00@38.00	37.00@38.00	37.00@39.00
600-700 lbs.	35.00@37.00	36.00@37.00	36.00@38.00
Commercial:			
350-500 lbs.	35.00@37.00	34.00@36.00	34.00@37.00
COW:			
Commercial, all wts.	28.00@32.00	30.00@34.00	27.00@32.00
Utility, all wts.	27.00@29.00	27.00@30.00	26.50@30.00
FRESH CALF:	(Skin-Off)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down	43.00@46.00	40.00@44.00	46.00@52.00
Good:			
200 lbs. down	41.00@43.00	38.00@40.00	44.00@50.00
FRESH LAMB (Carcass)	(Spring)	(Spring)	(Spring)
Prime:			
40-50 lbs.	48.00@50.00	46.00@48.00	44.00@47.00
50-60 lbs.	47.00@49.00	44.00@46.00	43.00@45.00
Choice:			
40-50 lbs.	48.00@50.00	46.00@48.00	44.00@47.00
50-60 lbs.	47.00@49.00	44.00@46.00	43.00@45.00
Good, all wts.	46.00@48.00	42.00@44.00	40.00@46.00
MUTTON (EWE):			
Choice, 70 lbs. down	18.00@20.00	None quoted	16.00@20.00
Good, 70 lbs. down	18.00@20.00	None quoted	16.00@20.00
FRESH PORK CARCASSES (Packer Style)		(Shipper Style)	(Shipper Style)
80-120 lbs.	None quoted	37.00@38.00	None quoted
120-160 lbs.	37.00@39.00	35.00@37.00	37.00@38.00
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.	55.00@58.00	60.00@62.00	59.00@64.00
10-12 lbs.	55.00@58.00	58.00@60.00	59.00@64.00
12-16 lbs.	55.00@58.00	56.00@60.00	57.00@62.00
PICNICS:			
4-8 lbs.	40.00@42.00	40.00@44.00	37.00@42.00
PORK CUTS No. 1:	(Smoked)	(Smoked)	(Smoked)
HAM, Skinned:			
12-16 lbs.	59.00@64.00	60.00@64.00	60.00@66.00
16-18 lbs.	59.00@64.00	60.00@62.00	59.00@65.00
BACON, "Dry Cure" No. 1:			
6-8 lbs.	55.00@60.00	60.00@62.00	56.00@63.00
8-10 lbs.	52.00@57.00	58.00@60.00	55.00@61.50
10-12 lbs.	49.00@54.00	54.00@58.00	53.00@58.00
LARD, Refined:			
1-lb. cartons	15.00@17.00	17.00@18.00	14.50@16.50
50-lb. cartons and cans	14.00@16.00	15.00@17.00	None quoted
Tierces	13.50@15.00	14.50@15.00	12.00@15.50

STAINLESS STEEL BACON HANGERS

**Heaviest weight
hanger made!**



ALSO AVAILABLE IN STAINLESS STEEL: Smoke-sticks . . . Minced Ham Molds . . . Stockinette Hooks . . . Shroud Pins . . . Boning and Selecting Hooks . . . Liver Hanging Hooks . . . Neck Pins . . . Flank Spreaders . . . Bar, Trolley and "S" Hooks . . . Skirt Hooks . . . Sausage Linking Gauges . . . Bacon Square Hangers and Screens.

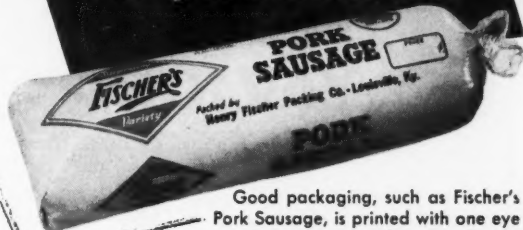
WRITE FOR PRICES AND SPECIFICATIONS

SMALE METAL PRODUCTS CO.

Manufacturers of Stainless Steel Equipment

1250 N. STONE ST. CHICAGO 10, ILL. SU 7-6707

**Pre-Packaging Prints a
Pretty Profit Picture!**



Good packaging, such as Fischer's Pork Sausage, is printed with one eye on sales—one eye on function. Results are double barreled, too! Crystal Tube gives the same "crystal-clear" analysis to every meat packaging problem because dominant packaging requires skilled craftsmen who make the most of modern materials and equipment. Call Crystal Tube for a friendly discussion of your needs.



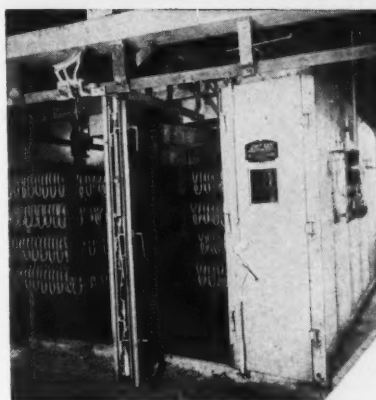
**CRYSTAL TUBE
CORPORATION**

6625 W. DIVERSEY AVE., CHICAGO 35, ILL.

Phone National 2-4600

Sales Offices in Principal Cities

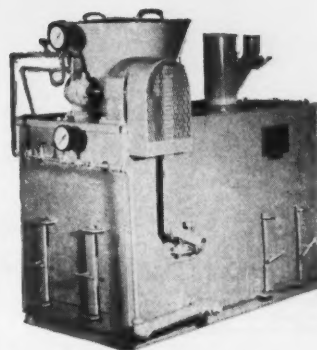
Cellophane Tubes, Pouches, Bags and Envelopes—Polyethylene Bags—plain and printed. Also printed roll stock and sheets in Cellophane, Polyethylene, Acetate and Foil, Plafilm, Utility Rolls, Holiday Bands



At left—Dry-Sys Smoke House, loaded with "Franks" ready for smoking.

Below — Dry-Sys Mechanical Smoke Generator that will do the job.

What Every Packer Should Know...



about SMOKEHOUSES:

They should possess these important features:
Smoke all provision and sausage products.
Automatic control of temperature and humidity.
Minimum shrinkage of products.
Uniform performance the year round.
A thorough circulation of air, well distributed.
Tight, insulated panel housing on steel framing.
Easily cleaned, economically operated, trouble free.
Designed for you, to fit your plant conditions.

about SMOKE GENERATORS:

They should possess these important features:
Heavy steel plate housing, well insulated thruout.
Cyclone type fly-ash collector, leaving smoke clean.
Plenty of cool, dry smoke, retaining all flavoring elements.
Large sawdust capacity, mechanically agitated.
Controlled, forced air feed to combustion area.
Only compressed air required to operate—no wiring.
Easily cleaned grate area—easy sawdust removal.
Drawer type ash receiver, simple to empty.
Shipped complete, ready to go to work.

DRYING SYSTEMS, INC.

Engineers • Contractors • Manufacturers

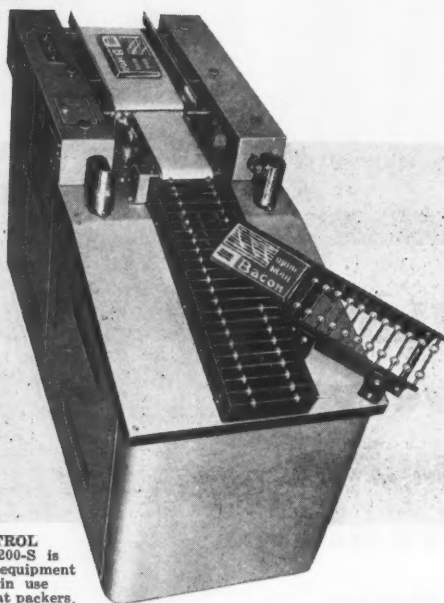
1815 FOSTER AVENUE

CHICAGO 40, ILLINOIS

Phone: ARdmore 1-9100

THERE IS
NO
SUBSTITUTE
FOR
EXACT
WEIGHT

How to Improve Pre-Packaging Profits...



SELECTROL
Model 1200-S is
proven equipment
already in use
with meat packers.

Manual weighing of every consumer size package on your sliced bacon, sliced luncheon meats, and frank lines adds substantial cost to the individual package cost.

Automatic, accurate, high speed weighing of every package is a proven and positive method of decreasing your package costs.

The **SELECTROL** Model 1200-S is designed for meat packers to weigh, classify and sort consumer pre-packaged meat products into separate weight channels. Overweights and underweights are rejected from your conveyor line . . . only the exact weight units flow on to your over-wrapping and sealing operation.

The **SELECTROL** in your production line will:

- Save manual weighing time and labor
- Save meat in overweight packages
- Speed production
- Prevent distribution of shortweights
- Count and record every package
- Signal your slicing machine operator for control changes when required .

Learn the details of automatic weighing for meat products. Write today!

EXACT WEIGHT SCALES

BETTER QUALITY CONTROL
BETTER COST CONTROL

THE EXACT WEIGHT SCALE COMPANY

915 W. Fifth Ave., Columbus 8, Ohio
2920 Bloor St., W. Toronto 18, Canada

CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

Y.O.B. CHICAGO CHICAGO BASIS

WEDNESDAY, MAY 6, 1953

REGULAR HAMS

Fresh or F.F.A.		Frozen
8-10	50½n	50½n
10-12	50½n	50½n
12-14	51½n	51½n
14-16	51½n	51½n
16-18	50½n	50n
18-20	49½n	49½n
20-22	47½n	47½n

SKINNED HAMS

Fresh or F.F.A.		Frozen
10-12	53	53
12-14	53½ @ 53½	53½ @ 53½
14-16	53½ @ 53½	53½ @ 53½
16-18	53	53
18-20	51½ @ 52	51½ @ 52
20-22	50 @ 50½	50 @ 50½
22-24	50 @ 50½	50 @ 50½
24-26	49½ @ 50	49½ @ 50
26-30	47	47
25/up, 2's in.	46½ @ 47	46n

PICNICS

Fresh or F.F.A.		Frozen
4-6	32½	32½
6-8	32½ @ 32½	32½ @ 32½
8-10	31 @ 31½	31
10-12	31 @ 31½	31
12-14	31 @ 31½	31
8/up, 2's in.	31 @ 31½	31

OTHER CELLAR CUTS

Fresh or Frozen		Cured
Square jowls	20	19n
Jowl butts	18	18½
S. P. jowls	...	18½

BELLIES (Square Cut)

Green		Cured
6-8	41n	42½n
8-10	40½ @ 41n	42 @ 42½n
10-12	40½ @ 41	42 @ 42½n
12-14	40 @ 40½	41½ @ 42n
14-16	37½ @ 38	39 @ 39½n
16-18	37½	38n
18-20	37 @ 37½	38½ @ 39n

GE. AMN. BELLIES

Green		Cured
18-20	31n	29½n
20-25	31	29½
25-30	28½	27n
30-35	26½ @ 27	26
35-40	23½ @ 24	24½
40-50	23	23

FAT BACKS

Fresh or Frozen		Cured
6-8	8½n	8½n
8-10	8½n	8½n
10-12	9½n	9½n
12-14	10n	10
14-16	10½n	10½
16-18	11n	11
18-20	11n	11
20-25	11n	11

BARRELED PORK

Clear fat back		Pork
30/40	31n	60/70.....29n
40/50	31n	70/80.....28n
50/60	30n	80/100.....27n
		100/125.....

LARD FUTURES PRICES

FRIDAY, MAY 1, 1953

Open	High	Low	Close
May 10.47½	10.57½	10.47½	10.55a
July 10.85	10.95	10.85	10.90a
Sept. 11.20	11.25	11.20	11.25a
Oct. 11.32½	...	...	11.32½
Nov. ....	...	...	11.15b

Sales: 4,680,000 lbs.

Open interest at close Thurs., Apr. 30: May 367, July 1,129, Sept. 645, Oct. 70, and Nov. 22 lots.

MONDAY, MAY 4, 1953

May	10.70	10.30	10.70	10.77½b
July	10.90	11.15	10.90	11.12½
Sept.	11.25	11.47½	11.25	11.42½
Oct.	11.52½	11.52½	11.50	-10
Nov.	11.40	11.40	11.40	11.52½b

Sales: 4,960,000 lbs.

Open interest at close Fri., May 1: May 306, July 1,148, Sept. 654, Oct. 71, and Nov. 22 lots.

TUESDAY, MAY 5, 1953

May	10.77½	10.85	10.72½	10.72½
July	11.15	11.20	11.02½	11.02½b
Sept.	11.45	11.52½	11.35	11.35a
Oct.	11.45	11.55	11.45n	11.45n
Nov.	11.45	11.55	11.45	11.45a

Sales: 5,520,000 lbs.

Open interest at close Mon., May 4: May 287, July 1,167, Sept. 661, Oct. 70, and Nov. 22 lots.

WEDNESDAY, MAY 6, 1953

May	10.75	10.77½	10.75	10.75b
July	10.95	11.10	11.02½	11.92½b
Sept.	11.35	11.40	11.35	11.35a
Oct.	11.45	11.50	11.45n	11.45n
Nov.	11.47½	11.50	11.35	11.35

Sales: 3,560,000 lbs.

Open interest at close Tues., May 5: May 252, July 1,186, Sept. 663, Oct. 70, and Nov. 24 lots.

THURSDAY, MAY 7, 1953

May	10.75	10.75	10.50	10.55
July	11.00	11.00	10.85	10.75
Sept.	11.27½	11.27½	11.02½	11.05b
Oct.	11.35	11.35	11.15	11.15b
Nov.	11.15	11.15	11.12½	11.12½a

Sales: 6,000,000 lbs.

Open interest at close, Wed., May 6: May 222, July 1,181, Sept. 671, Oct. 70, and Nov. 26 lots.

CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago for the week ended May 2, 1953 was 14.8, according to a report by the U. S. Department of Agriculture. This ratio compared with the 14.8 ratio reported for the preceding week and 9.7 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling for \$1.578 per bu. in the week ended May 2, 1953, \$1.582 per bu. in the previous week and \$1.800 per bu. for the same period a year earlier.

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	14.50
Refined lard, 50-lb. cartons, f.o.b. Chicago	14.50
Kettle rend., tierces, f.o.b. Chicago	15.00
Leaf, kettle rend., tierces, f.o.b. Chicago	16.50
Lard flakes	19.50
Neutral tierces, f.o.b. Chicago	19.50
Standard Shortening *N. & S.	22.00
Hydrogenated Shortening N. & S.	23.75

*Delivered.

WEEK'S LARD PRICES

	P.S. Lard Tierces	P.S. Lard Loose	Raw Leaf
May 1	10.55n	9.87½	10.87½n
May 2	10.55n	9.87½	10.87½n
May 4	10.77½n	10.00n	11.00n
May 5	10.72½n	10.12½b	11.12½n
May 6	10.75n	10.12½b	11.12½n
May 7	10.55n	10.12½	11.12½n

a—asked. b—bid. n—nominal.

For Greater Meat Sales Assurance



**Specify
Spices
that have
Zest!**

Profit-wise packers use spices containing Zest! It's a "must" ingredient in all their spices... because they know from experience how it improves truly natural flavors... how it increases volume meat sales. Zest is Staley's pure Monosodium Glutamate—the wonder-working seasoning in quality spices that magnifies the delicious flavors of all meats. It adds no flavor, aroma or color of its own. It simply intensifies true taste appeal already in your meats. Follow the example of leading packers everywhere. Insist on using *only* spices containing Zest!

**It's the Super Seasoning
that Magnifies the Flavor
Already in Your Meat!**



Staley's 99+-%
Pure Monosodium Glutamate

A. E. STALEY MFG. CO., DECATUR, ILLINOIS

ALL

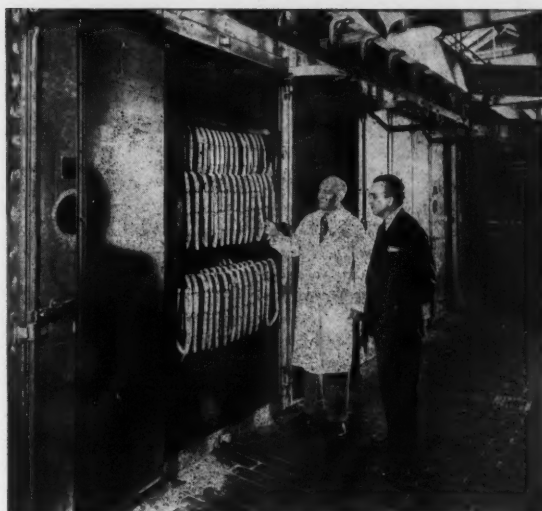


*Nitrite of Soda
is U.S.P.*

SOLVAY PROCESS DIVISION



ALLIED CHEMICAL AND DYE CORPORATION
61 BROADWAY, NEW YORK & N. Y.



IT'S "INDUSTRIAL"

FOR

**MAXIMUM
PRODUCTION !**

Maximum production of uniform, sales-appealing hams, bacon and sausage products is the key to really profitable operation... and INDUSTRIAL is **your** key to new sales, increased production and bigger profits! Top quality materials and precision engineering adds up to **smokehouse satisfaction** when INDUSTRIAL's manufacturing "know-how" goes to work for you! Whether you plan to install a new series of stainless steel smokehouses... or air-condition your present brick house, it will positively pay you to contact INDUSTRIAL. Over twenty years' continued growth reflects the merited confidence of our satisfied clientele.

**ALL METHODS OF AIR DISTRIBUTION ARE
AVAILABLE TO YOU AT INDUSTRIAL!**

"IDEAL" SMOKE GENERATOR—Simple design... easy to clean... abundant filtered smoke... no water spray... insulated housing... automatic feed or hand operated... minimum attention.

INDUSTRIAL
AIR CONDITIONING SYSTEMS, INC.

1893 WEST FULLERTON AVE., CHICAGO 14, ILLINOIS

Write today... or phone Humbolt. 6-4236

and arrange to meet our consultant



"POTENT TO THE LAST GRAIN"

CLEANING & STERILIZING COMPOUNDS

"Over 25 years of continuous service to the Meat Industry"

LELAND CHEMICAL CO., INC.
838 SO. FIRST STREET, MILWAUKEE 4, WISCONSIN
Distributors in Principal Cities

EFFECTIVE BROKERAGE SERVICE . . .

Is more than merely handling transactions between buyer and seller.

It is a method of improving your business.

Contact

R. W. EARLEY & CO.



259 W. 14th STREET
CHELSEA 3-2069

NEW YORK 11, N. Y.
TWX N.Y. 1-3336

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS CARCASS BEEF

May 5, 1953	
Per cwt.	
Western	
Prime, 800 lbs./down...	\$39.00@43.00
Prime, 800/900	37.50@38.50
Choice, 800 lbs./down...	37.00@38.50
Choice, 800/900	36.00@37.00
Good, 500/700	34.00@36.00
Steer, commercial	None quoted
Cow, commercial	28.00@31.00
Cow, utility	26.00@28.00

BEEF CUTS

Prime:	City
Hindquarter	\$48.00@ 55.00
Forequarter	None quoted
Round	43.00@ 46.00
Hip r'd with flank	42.00@ 45.00
Short loin, untrim.	75.00@ 85.00
Short loin, trimmed	None quoted
Sirloin, butt bone in	None quoted
Rib	45.00@ 58.00
Arm chuck	31.00@ 33.00
Brisket	21.00@ 23.00
Short plate	9.00@ 10.00
Flank	11.50@ 13.00
Full plates	14.00@ 15.00
Forequarter (Kosher)	30.00@ 33.00
Arm chuck (Kosher)	31.00@ 35.00
Brisket (Kosher)	23.00@ 25.00

Choice:	
Hindquarter	44.00@ 50.00
Forequarter	None quoted
Round	43.00@ 45.00
Hip r'd with flank	42.00@ 44.00
Short loin, untrim.	60.00@ 68.00
Short loin, trimmed	None quoted
Sirloin, butt bone in	None quoted
Rib	45.00@ 52.00
Arm chuck	30.00@ 32.00
Brisket	20.00@ 23.00
Short plate	9.00@ 10.00
Flank	11.50@ 13.00
Full plates	13.00@ 14.00
Forequarter (Kosher)	28.00@ 30.00
Arm chuck (Kosher)	31.00@ 33.00
Brisket (Kosher)	23.00@ 25.00

FANCY MEATS

(L.C.I. prices)	
Veal breads, under 6 oz.	60.00
6 to 12 oz.	85.00
12 oz. up	100.00
Beef kidneys	22.00
Beef livers, selected	65.00
Beef livers, selected, kosher	85.00@125.00
Oxtails, over 1/4 lb.	35.00

LAMBS

(L.C.I. prices)	
Prime, 30/40	None quoted
Prime, 40/50	\$50.00@54.00
Prime, 50/60	48.00@50.00
Choice, 30/40	None quoted
Choice, 40/50	50.00@52.00
Choice, 50/60	48.00@50.00
Good, 30/40	None quoted
Good, 40/50	48.00@52.00
Good, 50/60	46.00@48.00
Western	
Prime, 50/down	\$49.00@52.00
Prime, 50/60	47.00@49.00
Prime, 60/70	41.00@46.00
Choice, 50/down	48.00@51.00
Choice, 50/60	46.00@49.00
Good, all wts.	45.00@48.00

FRESH PORK CUTS

(L.C.I. prices)	
Western	
Pork loins, 12/down	\$53.00@57.00
Pork loins, 12/16	52.00@55.00
Hams, sknd., 14/down	56.00@58.00
Boston butts, 4/8 lbs.	48.00@50.00
Spareribs, 3/down	46.00@49.00
Pork trim., regular	36.00
Pork trim., spec. 80%	53.00
City	
Hams, sknd., 14/down	\$58.00@60.00
Pork loins, 12/down	56.00@60.00
Pork loins, 12/16	None quoted
Picnics, 4/8	38.00@42.00
Boston butts, 4/8 lbs.	50.00@54.00
Spareribs, 3/down	50.00@52.00

VEAL—SKIN OFF

(L.C.I. prices)	
Western	
Prime, 80/110	\$40.00@46.00
Prime, 110/150	40.00@45.00
Choice, 50/80	37.00@39.00
Choice, 80/110	38.50@42.00
Choice, 110/150	38.50@42.00
Good, 50/80	37.00@38.00
Good, 80/150	37.00@39.00
Commercial, all wts.	33.00@37.00

DRESSED HOGS

(L.C.I. prices)	
100 to 136 lbs.	\$36.00@38.00
137 to 153 lbs.	36.00@38.00
154 to 171 lbs.	36.00@38.00
172 to 188 lbs.	36.00@38.00

BUTCHERS' FAT*

(L.C.I. prices)	
Shop fat	1/4 c lb. n
Breast fat	1/4 c lb.
Inedible suet	1/4 c lb.
Edible suet	1/4 c lb.
*Butcher advocate prices.	

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, May 6, were reported as follows:

CATTLE:	
Steers, ch. & prime	\$20.50@22.50
Steers, choice	19.00@21.00
Steers, com'l & gd.	16.00@19.50
Heifers, choice & pr.	20.00@22.00
Heifers, com'l & gd.	16.00@18.50
Cows, util. & com'l.	14.00@16.00
Cows, can. & cut.	12.00@13.50
Bulls, good	14.00@15.00
Bulls, util. & com'l.	14.00@18.00
Bulls, can. & cut.	11.00@12.00

HOGS:	
Good, ch., 190/200	\$22.75@23.25
Good, ch., 200/220	22.75@23.25
Gd., ch., 220/240	22.75@23.25
Gd., ch., 240/270	22.00@23.00
Gd., ch., 270/300	21.50@22.50
Sows, 400/down	21.00@22.00

LAMBS:	
Ch. spring	\$26.00@26.50

CERTIFIED CASING COLORS

Especially made for coloring sausage casings

WARNER-JENKINSON MFG. CO.
2526 BALDWIN ST. • ST. LOUIS 6, MO.



OLD PLANT OPERATION

Hand Method
Used Since 1880:

5 Vats per Man
per Hour

NEW PLANT OPERATION

One Man Empties
25 Vats per Hour
with the

VAT DUMPER
by PUSH BUTTON
CONTROL!



MATERIALS TRANSPORTATION CO.
400 N. MICHIGAN AVE. CHICAGO 11, ILL.

New! Improved!



"FAMCO" AUTOMATIC SAUSAGE LINKER

Speed up your sausage production . . .

16,000 LINKS PER HOUR WITH "FAMCO"!

The "FAMCO" automatic sausage linker links 1400 lbs. of sausage per hour . . . and every hour! Easy to handle, operate and maintain. Many built-in economies. Write for details!

CAPACITY 3" to 7" LINKS

3 to 7-inch lengths, increments of 1/4" . . . any dia. from 3/8" to 1 3/8" in natural casings.

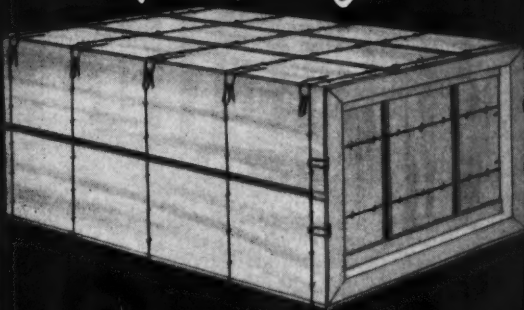
3 1/2" length—18,000 links per hour
4 " length—15,360 links per hour
5 " length—12,480 links per hour
6 " length—10,560 links per hour

ALLEN GAUGE & TOOL CO.

FAMCO DIVISION

421 N. BRADDOCK AVENUE, PITTSBURGH 21, PENNSYLVANIA

here's 5-point Proof



...that General All-Bounds
meet your
meat packing problems

1. They are easy to pack and unpack
2. Meats get faster refrigeration
3. Over-pack 5% to 10% more products
4. All-Bounds are easy to palletize and have high stacking strength
5. Cleated ends provide sure grip, and they are easy to handle

SEND FOR FREE BOOKLET

Write today for your copy of "The General Box." It's full of facts on the better packing of many products.



General BOX COMPANY
★★★★★

GENERAL OFFICES: 1871 MINER STREET
DES PLAINES, ILLINOIS

FACTORIES: Cincinnati, Denville, N. J., Detroit, East St. Louis, Kansas City, Louisville, Milwaukee, Prescott, Ark., Sheboygan, Winchendon, Mass. General Box Company of Mississippi, Meridian, Miss., Continental Box Company, Inc., Houston.

BY-PRODUCTS....FATS AND OILS

TALLOWES AND GREASES

Wednesday, May 6, 1953

Near the close last week, eastern buyers displayed more interest in tallowes than in greases, consequently talk on choice white grease and yellow grease was lower to that destination. Yellow grease was offered at 4½c, c.a.f. East, but without action. However, a few tanks of B-white grease traded at 3½c and 4c, c.a.f. Chicago, steady. Original fancy tallow was bid at 5½c, c.a.f. East. Prime tallow was bid at 4½c, c.a.f. New Orleans, and special tallow, at 4½c, c.a.f. East, and 4½c, c.a.f. New Orleans. Several tanks of bleachable fancy tallow sold 4¼@4½c, c.a.f. East. The general market carried a tinge of easiness on Friday. Prime tallow was offered at 4½c, c.a.f. Chicago, with moderate buying around the 4c figure. Few tanks of special tallow, renderers', sold at 3½c, c.a.f. East. No. 2 tallow was offered at 3.80, c.a.f. East, but without action. Few tanks of choice white grease, all hog, sold at 5½c, delivered East, prompt shipment. Several tanks of yellow grease sold at 4c, c.a.f. East. B-white grease offered at 4c, c.a.f. Chicago, and unsold. Over the weekend a small round lot of choice white grease, all hog, sold at 5½c, c.a.f. East, immediate shipment.

Trading on Monday of the new week was quiet, both buyers and sellers taking a waiting attitude. Few more tanks of choice white grease, all hog, sold at 5½c, c.a.f. East, prompt shipment. A tank of bleachable fancy tallow sold at 4½c, and a tank of B-white grease at 3½c, both c.a.f. Chicago.

On Tuesday, the market was barely steady. Few tanks of B-white grease sold at 3½c, and some yellow grease sold at 3½c, c.a.f. Chicago. Choice white grease, all hog, was bid at 5½c, c.a.f. East, but without early action. Talk on original fancy tallow was at around 5@5½c, c.a.f. East figure. Few tanks of bleachable fancy tallow sold at

4½c, c.a.f. East. Several tanks of prime tallow sold at 4½c, delivered East, 30-day shipment. Special tallow was bid at 3½c, Chicago, but held fractionally higher. Several tanks of No. 2 tallow sold at 3.80, c.a.f. New Orleans. Couple more tanks of B-white grease sold at 3½c, c.a.f. Chicago. Few more tanks of yellow grease sold at 3½c, delivered Chicago.

At midweek the market carried a weak undertone. However, in a few instances, certain items were bid at steady levels, with fractionally higher asked. Few tanks of bleachable fancy tallow sold at 4½c, c.a.f. Chicago. Several more tanks of bleachable fancy tallow sold at 4½c early, and later additional tanks brought 4½c, all c.a.f. East. Choice white grease was bid at 4½c, c.a.f. Chicago, but held at 5c, or better. Original fancy tallow, preferred brand, reported bid at 5½c, c.a.f. East, but without early action. Few tanks of prime tallow sold at 4½c, c.a.f. East. Several tanks of No. 2 tallow moved at 3.80, c.a.f. New Orleans. Unlike the pattern early in the week, choice white grease traded fractionally higher to the east. Several tanks of choice white grease, all hog, sold at 6c, delivered East in May.

TALLOWES: Wednesday's quotations: edible tallow, 5½c; original fancy tallow, 4½c; bleachable fancy tallow, 4½c; prime tallow, 4c; special tallow, 3½c; No. 1 tallow, 3½@3¾c; and No. 2 tallow, 3@3¾c.

GREASES: Wednesday's quotations: choice white grease, 5c; A-white grease, 4½c; B-white grease, 3½c; yellow grease, 3½c; house grease, 3½c; and brown grease, 2¼@3c.

EASTERN BY-PRODUCTS MARKET

New York, May 6, 1953
Dried blood was quoted Wednesday at \$4.50 to \$5 per unit of ammonia. Low test wet rendered tankage was priced at \$5.25 per unit of ammonia. Dry rendered tankage was listed at \$1.20 per protein unit.

VEGETABLE OILS

Wednesday, May 6, 1953

Mixed prices existed in the edible oil market Monday, with volume of sales light to moderate. Early in the day, no trading of soybean oil was uncovered in the local area although activity at Western points, particularly Iowa, was reported at levels steady with last week's close. May shipment sold at 12½c and 13c, June at 12½c and July at 12½c. The market became more active in the afternoon locally, but mostly resale material found buyers. Immediate, May and June shipments **cashed at 12½c with 13c rumored later.**

Offerings of cottonseed oil were difficult to find and the market was steady to slightly stronger. A couple of tanks traded in the Valley at 15c, but the market in the Southeast was pegged at 14½c. Sales of Texas oil were called nominally 14½c to 14¾c. Corn oil was offered in a couple of directions at 14½c but did not sell up to late afternoon at that level. The general market for peanut oil was quoted at 22c, nominal basis on the late Friday figures. A remnant tank sold at 21½c while a trade of seller's tank was at 22½c. The coconut oil market appeared firm and oil for nearby shipment was nominally quoted at 15½c.

Soybean oil gained as much as ¼c in early activity Tuesday, but an easier tone developed in the afternoon which was mostly due to lack of demand. Volume of sales was fair with the bulk of the purchases split between refiners and processors. Immediate, May and June shipments traded at 13½c in the morning to decline later to 13c. July shipment sold first at 13c and later at 12½c. August shipment sold in a small way at 12½c, while September stock was offered at 12½c, paid for original and resale oil.

The cottonseed oil market was mostly unchanged from the preceding day to slightly stronger in some areas. Valley

For fast, dependable service..

Give us your offerings!

Phone: DEarborn 2-7250



come to: "PACKING HOUSE"

We'll give you results!

CG 2231 Meat Dept.
Teletype: CG 1469 { Hide
Tallow Depts.

PACKING HOUSE BY-PRODUCTS CO.

NICK BEUCHER, Jr., President 110 N. FRANKLIN STREET, CHICAGO 6, ILLINOIS JOHN LINDQUIST, V. President



HOW MUCH DO THE HOLES IN YOUR FLOOR COST YOU?

It's not the heavy hauling but the pound, pound, pound that breaks up ordinary cement floors. And holes and large floor cracks slow up production, sometimes cause damage, always an occupational hazard. Repair floors quickly and easily with Cleve-O-Cement. Anyone can apply it. Use it on wet or dry floors. Not an asphalt compound. Dries flint hard overnight. Supports heavy traffic next morning. Resists cold, oil, grease, live steam, dampness and most acids. Made especially for floors in meat packing plants, dairies, bottling plants, ice cream plants and refrigerated rooms.

Send for illustrated bulletin.

THE MIDLAND PAINT & VARNISH CO.

9119 RENO AVE. CLEVELAND 5, OHIO

NEW YORK TRAMRAIL CO. INC.

Offers

COMPLETE OVERHEAD TRACKING SYSTEMS

*Either Fabricated or Erected
for MEAT HANDLING in the*

**PACKINGHOUSE
PROVISION PLANT
WHOLESALE MEAT PLANT
RETAIL MARKET
CANNING PLANT
LOCKER PLANT**



**FOR INFORMATION
WRITE OR PHONE**

NEW YORK TRAMRAIL CO. Inc.

Melrose 5-1686

345-349 Rider Avenue

New York 51, N. Y.

**Reduce B. O. D.
Recover Waste Grease**

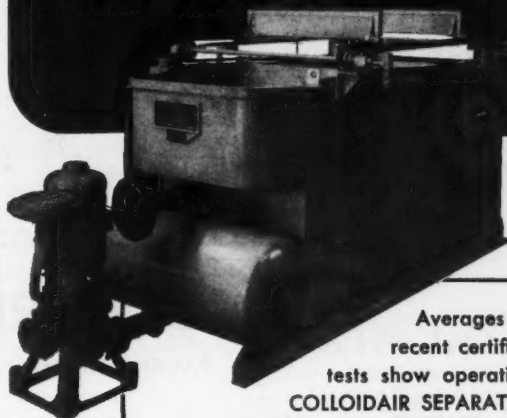
**Make your waste disposal
problem an asset with**

BULKLEY-DUNTON

colloidair

SEPARATORS

**COLLOIDAIR TRICKLING FILTERS
AND COMPLETE WASTE WATER
TREATMENT SYSTEMS**



Averages of
recent certified
tests show operating
COLLOIDAIR SEPARATOR
installations removing
90.1 % grease
70.8 % B. O. D.

from packing plant waste waters.

Ask Bulkley-Dunton about installation of
your own complete waste treatment plant to

- ✓ **Meet city and state pollution requirements**
- ✓ **Return saleable grease**
- ✓ **Eliminate or reduce sewer charges**
- ✓ **Enable reuse of water in selected circuits**
- ✓ **Replace sewer charges with profits**

Write today for complete details or
consult with our nearest field engineer.

**BULKLEY-DUNTON
PROCESSES, INC.**

295 Madison Avenue • New York 17, N. Y.



oil sold in a light fashion at 15c with additional offerings priced at 15½c. Texas cottonseed oil was unsold but firm. Various price ideas were expressed, some areas at 14¼c and others at 14½c, all nominal. Corn oil was easy early, but later firmed to sell at 14¼c. Peanut oil moved at 22½c. Coconut oil gained strength and was offered at 15¼c while supplies of May shipment were available at 15¼c to 15½c.

A couple of tanks of May soybean oil sold early Tuesday at 12½c and late sales were heard at 13c. In additional trading Wednesday, May shipment sold, all resale, at 12¼c. June shipment was bid at 12½c early, but found no buying interest later.

Cottonseed oil also declined in price. Late Tuesday, there was movement at Memphis at 15½c, which would be equal to 15c Valley basis. However, it was thought at midweek that buyers were not willing to purchase stock at 15c, but that 14½c would be nearer the market. Texas cottonseed oil reportedly did not trade, and was pegged at 14½c to 14¾c, nominal basis, depending on location. Corn oil held steady at 14¼c. Peanut oil was offered at 22c, with distant positions trading under that level. Coconut oil for prompt shipment was offered at 15¼c to 15½c.

CORN OIL: Lost ½c in scattered sales compared with previous week.

SOYBEAN OIL: Declined sharply at

midweek as result of board market.

PEANUT OIL: Mostly unchanged from the preceding week. Sales light.

COCONUT OIL: Offerings priced up ½c to ¾c, compared with last week.

COTTONSEED OIL: Unchanged to easier at midweek. Sales restricted to Valley locations.

Cottonseed oil prices in New York were quoted as follows:

FRIDAY, MAY 1, 1953					
	Open	High	Low	Close	Prev.
May	16.90b	.....	.....	16.85	16.90b
July	16.56	.....	.....	16.50	16.57b
Sept.	15.25b	.....	.....	15.20b	15.29
Oct.	14.90b	.....	.....	14.85b	14.90b
Dec.	14.78b	.....	.....	14.75b	14.80
Jan.	14.80b	.....	.....	14.65b	14.70b
Mar.	14.75b	.....	.....	14.65b	14.65b

Sales: 125 lots.

MONDAY, MAY 4, 1953					
May	16.85	17.33	16.85	17.33	16.85
July	16.45b	16.67	16.55	16.66	16.50
Sept.	15.18b	15.38	15.36	15.37b	15.20b
Oct.	14.85b	.....	.....	14.99b	14.85b
Dec.	14.75b	.....	.....	14.90b	14.75b
Jan.	14.70b	.....	.....	14.85b	14.65b
Mar.	14.70b	.....	.....	14.80b	14.65b

Sales: 67 lots.

TUESDAY, MAY 5, 1953					
May	17.45	17.45	17.28	17.23b	17.33
July	16.71	16.74	16.61	16.61	16.66
Sept.	15.40b	15.45	15.30	15.27b	15.37b
Oct.	15.00b	15.00	15.00	14.85b	14.99b
Dec.	14.95b	15.00	14.77	14.77	14.90b
Jan.	14.95b	.....	.....	14.65b	14.85b
Mar.	14.80b	.....	.....	14.65b	14.80b

Sales: 113 lots.

WEDNESDAY, MAY 6, 1953					
May	17.20b	17.20	17.02	17.05b	17.23b
July	16.59	16.59	16.30	16.35	16.61
Sept.	15.23b	15.15	14.90	14.85b	15.27b
Oct.	14.83b	14.60	14.40	14.42b	14.85b
Dec.	14.75	14.75	14.35	14.35	14.77
Jan.	14.60b	.....	.....	14.25b	14.65b
Mar.	14.71b	14.55	14.45	14.28b	14.65b

Sales: 128 lots.

VEGETABLE OILS

Wednesday, May 6, 1953

Crude cottonseed oil, carlots, f.o.b. mills	14½ @ 15n
Valley	14½ @ 15n
Southeast	14½ @ 15n
Texas	14½ @ 14½n
Corn oil in tanks, f.o.b. mills	14½n
Peanut oil, f.o.b. Southern mills	22ax
Soybean oil, Decatur	12½ @ 12½ pd
Coconut oil, f.o.b. Pacific Coast	15½n
Cottonseed foots	.....
Midwest and West Coast	1 @ 1¼
East	1 @ 1¼

OLEOMARGARINE

Wednesday, May 6, 1953

White domestic vegetable	28
Yellow quarters	29
Milk churned pastry	24
Water churned pastry	23

OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)	6
Extra oleo oil (drums)	11½

U. S. Peanut Oil Exports Dip

United States exports of peanuts and peanut oil dropped sharply in 1952, the U.S. Department of Agriculture has disclosed. Sales of shelled nuts declined from 24,995 tons in 1951 to 562 tons last year; unshelled nuts from 1,587 to 651 tons; and peanut oil from 31,969 to 7,575 tons. Last year's export volume constituted only 3 per cent of the 1951 output, while 1951 exports made up 15 per cent of the 1950 production. Europe bought 60 per cent of our peanut oil.

The world supply of cotton for 1952-53 has been forecast at 48,700,000 bales, or 1,900,000 bales higher than that of a year ago.

"C. W. RILEY, JR."

PACKINGHOUSE PROVISION BROKERS

TALLOWES • GREASES • CRACKLINGS • PROVISIONS • CANNED MEAT PRODUCTS

Experienced and effective brokerage service is one sure way of improving your business . . . and boosting your profits! C. W. RILEY, JR. is at your service! A phone call will put us to work for you.

2110 UNION CENTRAL LIFE BUILDING

Teletype CI-474—Telephone Main 0795

CINCINNATI 2, OHIO

Sales Managers Say . . .

"OLD-TYME"
(SHEEP CASING)
SAUSAGE PRODUCTS

are top sellers because they're less competitive. Why not round out your line by including profitable sheep casing products in your sales program.

OPPENHEIMER CASING CO.
CHICAGO • NEW YORK • SAN FRANCISCO

Leading Packers use **AIR-O-CHEK**
SEND FOR BULLETIN

The Casing Valve with the internal fulcrum lever. Operator holds casing on nozzle and controls flow with the same hand.

AIR-WAY PUMP & EQUIP. CO. 4501 W. Thomas St., Chicago 51, Ill.

AULA Seasonings
BINDERS
SPICES
CURES

ARCHIBALD & KENDALL, INC. • 497 Washington St., New York 13

HIDES AND SKINS

Sales of big packer hides confined mostly to Tuesday at steady levels to $\frac{1}{2}c$ up on branded cows—Midweek activity limited—Offerings of small packer hides priced too high to encourage tanner response—Interest for both calfskins and kipskins, but offerings scarce—Trade slow in sheepskins.

CHICAGO

PACKER HIDES: At the close of last week, it was the general consensus throughout the trade that once trading was resumed this week an easier price pattern would be established. This attitude on the part of trade sources was carried over into Monday's market, which was not entirely unfounded due to existing buying interest. Inquiry for heavy native steers, light native steers and light native cows was quite active at prices lower than last sale levels. Branded steers and cows, however, were sought in several directions at levels unchanged from the previous week. It was strictly a "wait and see" proposition, with packers not expressing themselves in respect to either offerings or buying interest.

Activity was of a brisk nature Tuesday, with steady prices prevailing, with the exception of one selection which sold up a half-cent. Late Monday, about 4,000 heavy River native steers sold at 16c and in trading Tuesday of this selection, the total advanced to 16,000. No sales of Chicago or St. Paul production of this selection were encountered throughout the day. Some 8,200 light native steers sold at 19c and big packers and outside independent packers moved branded steers at $14\frac{1}{2}c$ for the butts and 14c for the Colorados. About 5,000 heavy native cows traded at $17\frac{1}{2}c$ for the Rivers and $18\frac{1}{2}c$ for St. Pauls. A lot of 1,000 light native cows brought $20\frac{1}{2}c$ and 3,000 light Fort Worth-Oklahoma native cows sold at 27c. Branded cows sold at the advance, and Northerns and South-westerns moved at 17c and $17\frac{1}{2}c$, respectively.

Movement of big packer production was slow at midweek, with scattered sales accomplished at steady levels. About 2,000 light native steers sold at 19c, and a car of light St. Paul native cows sold at 20c. Heavy native steers sold at 18c for Chicagos and $18\frac{1}{2}c$ for St. Pauls. An outside independent packer sold native bulls at 13c. Volume of sales up to midweek was estimated at 60,000.

SMALL PACKER AND COUNTRY HIDES: The small packer hide market was reported in a quandary, with both producers and dealers not particularly pushing the issue. Tanners were reported in a short inventory position, but were still hesitant to meet offering levels. The 50@52-lb. average

hides were offered at $17\frac{1}{2}c$ to 18c and countered with bids as low as $16\frac{1}{2}c$. The 60-lb. average were quoted at $14\frac{1}{2}c$ to 15c. Small packer calfskin sales were heard at 38c for the 15-lb. and under average, while kipskins averaging 15/30 lbs. sold at $27\frac{1}{2}c$, 28c and 29c. Small lots of hairless slunks were reported at 30c to 35c, depending on the lot involved. The country hide market was dull with only limited activity encountered.

CALFSKIN AND KIPSKINS: Calfskins were reportedly short in supply and did not trade up to midweek. Interest was fairly good for both calf and kipskins at steady prices, but sales

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended May 2, 1953, were 5,362,000 lbs.; previous week, 4,978,000 lbs.; same week 1952, 4,584,000 lbs.; 1953 to date, 91,286,000 lbs.; same period 1952, 80,431,000 lbs.

Shipments for the week ended May 2, 1953, totaled 4,142,000 lbs.; previous week, 4,492,000 lbs.; corresponding week, 1952, 2,969,000 lbs.; this year to date 65,461,000 lbs.; corresponding week, 1952, 68,994,000 lbs.

of these were not forthcoming.

In the sheepskin market, No. 1 shearlings sold at 2.35, the No. 2's at 1.70, and No. 3's at 1.10. No movement of fall-shorn was reported, but were quoted in a range of 2.85 to 3.00. The pickled skin market held firm at 13.50 to 14.00.

CHICAGO HIDE QUOTATIONS

PACKER HIDES					
	Week ended May 6, 1953		Previous Week		Cor. Week 1952
Nat. steers	..16	@19	16	@19	13 @17½
Hvy. Texas					
stns.	14½	@15	15		17½n
Butt branded					
stns.	14½		14½		11½
Col. stns.	14		14		10n
Ex. light Tex.					
stns.	21½n		20½		17½n
Brand'd cows. 17	@17½		16½		13@13½n
Hy. nat. cows. 17½	@18½	17½@18			13½
Lt. nat. cows. 20	@20½	20½			17n
Nat. bulls	13	13 @13½			9½
Brand'd bulls.	13	12 @12½			10½
Calfskins, Nor.					
10/15	57½	47½n			32½n
10/down ...	53½n	45n			30n
Kips, Nor.					
nat., 15/25. 37½	@40n	37½@40n			27n
Kips, Nor.					
branded, 15/25	35½n	32½n			22n
SMALL PACKER HIDES					
STEERS AND COWS:					
60 lbs. and over. 14½	@15n	15@15½			11½@12n
50 lbs.	16½@17n	17@17½			12½@13n
SMALL PACKER SKINS					
Calfskins, under					
15 lbs.	38n	40n			25½n
Kips, 15/30 ...	28@29	32½n			20@24n
Slunks, reg. ...	1.50n	1.50n			1.25n
Slunks, hairless	30-35	40@50n			40n
SHEEPSKINS					
Pkr. shearlings.					
No. 1	2.40@2.45	2.40@2.45			1.85
Dry Pelts ..	28	28			28n
Horsehides,					
untrmd.	10.00@10.50n	10.00n			6.25n

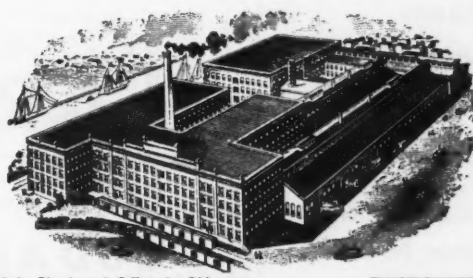
THE HORWICH, VITKIN CO.

2333 SOUTH PAULINA STREET

CHICAGO

ILLINOIS

Buyers of



Main Plant and Office in Chicago

Established 1904

WEEK'S CLOSING MARKETS

MARCH POULTRY CANNING

Poultry canned or used in canning during March totaled 18,094,000 lbs., compared with 17,263,000 lbs. a year ago and the 1947-51 average for the month of 11,984,000 lbs., the Bureau of Agricultural Economics has reported. The quantity canned during the first three months of this year totaled 51,397,000 lbs. compared with 43,250,000 lbs. during the same period last year.

Poultry certified under Federal Inspection during March totaled 51,411,000 lbs. compared with 47,142,000 lbs. in March, 1952. Of the 51,411,000 lbs. certified, 17,470,000 lbs. were for canning and 33,941,000 lbs. were eviscerated for sale. Of the quantity certified during March a year ago, 16,687,000 lbs. were for canning and 30,455,000 lbs. were eviscerated for sale.

Pennsy 1952 Hog Value Dips

Declining prices received by Pennsylvania farmers for hogs last year contributed to the drop of approximately \$5,000,000 in total inventory value of all hogs in the state at the close of the year. The price drop represented an average of \$6, or 19 per cent per hog for the year. Hogs on farms at 676,000 head on January 1, were 4 per cent under a year earlier.

Central Livestock Order Buying Company

Trained buyers of:

- ✓ CATTLE
- ✓ HOGS
- ✓ CALVES
- ✓ SHEEP
- ✓ LAMBS

For Slaughterers and Feeders,
U.S.D.A. Supervision

South St. Paul, Minn.
West Fargo, N. Dak.
Billings, Mont.

THURSDAY'S CLOSINGS Provisions

The live hog top at Chicago was \$24.25; average, \$23.45. Provision prices were quoted as follows: Under 12 pork loins, 53; 10/14 green skinned hams, 53@53½; Boston butts, 45½@46; 16/ down pork shoulders, 37; 3/ down spare-ribs, 43; 8/12 fat backs, 8½@9½; regular pork trimmings, 26 nominal; 18/20 DS bellies, 29½ nominal; 4/6 green picnics, 32½; 8/up green picnics, 31@31½.

P.S. loose lard was quoted at 10.12½ and P.S. lard in tierces at 10.55 nominal.

Cottonseed Oil

Closing cottonseed oil prices in New York were quoted as follows: May 16.75b-82a; July 15.91-90; Sept. 14.35; Oct. 13.85b-95a; Dec. 13.80-77; Jan. 13.60b-90a; Mar. 13.60 n.

Sales: 318 lots

N. Y. HIDE FUTURES

FRIDAY, MAY 1, 1953

	Open	High	Low	Close
July	17.92b	18.15	17.85	18.12b-15a
Oct.	13.30b	17.50	17.30	17.47b-50a
Jan.	16.50b	16.75	16.60	16.75
Apr.	15.90b	...	...	16.14b-18a
July, '54	15.65b	...	...	15.83b-88a
Oct., '54	15.35b	...	...	15.51b-55a

Sales: 69 lots.

MONDAY, MAY 4, 1953

July	18.05b	18.40	18.35	18.35b-40a
Oct.	17.06b	17.70	17.65	17.65b-70a
Jan.	16.75b	16.90	16.90	16.83b-90a
Apr.	16.20b	16.30	16.30	16.23b-35a
July, '54	15.80b	...	...	15.95b-16.05a
Oct., '54	15.40b	15.65	15.65	15.65b-78a

Sales: 39 lots.

TUESDAY, MAY 5, 1953

July	18.40b	18.85	18.55	18.70b-75a
Oct.	17.70b	18.00	17.85	17.85
Jan.	16.90b	17.15	17.15	16.95b-17.00a
Apr.	16.33b	...	...	16.40b-50a
July, '54	16.00b	16.22	16.22	16.00b-10a
Oct., '54	15.65b	16.00	15.90	15.77b-87a

Sales: 106 lots.

WEDNESDAY, MAY 6, 1953

July	18.50b	18.68	18.45	18.50
Oct.	17.70b	17.70	17.35	17.55
Jan.	16.80b	...	...	16.70b-75a
Apr.	16.30b	...	...	16.20b-25a
July, '54	15.90b	...	...	15.90b-95a
Oct., '54	15.60b	...	...	15.60b-65a

Sales: 44 lots.

THURSDAY, MAY 7, 1953

July	18.20-11	18.35	18.05	18.06 - 10
Oct.	17.25	17.48	17.25	17.35
Jan.	16.25b	16.52	16.45	16.45b-50a
Apr.	16.00b	16.03	16.03	15.97b-16.04a
July, '54	15.70b	...	...	15.67b-73a
Oct., '54	15.45	15.45	15.45	14.37b-43a

Sales: 68 lots.

PHILADELPHIA FRESH MEATS

(Tuesday, May 5)

WESTERN DRESSED

BEEF (STEER):

Prime, 600-800	None quoted
Choice, 600-800	\$37.00@39.50
Choice, 800-900	36.00@37.05
Good, 500-700	35.25@37.00
Commercial, 350-600	32.00@34.00
Commercial, 600-700	32.00@34.00

COW:

Commercial, all wts.	30.00@33.00
Utility, all wts.	30.00@32.00

VEAL (SKIN-OFF):

Choice, 80-110	42.00@45.00
Choice, 110-150	42.00@45.00
Good, 50-80	35.00@38.00
Good, 80-150	38.00@42.00
Commercial, all wts.	32.00@34.00
Utility, all wts.	26.00@30.00

LAMB:

Prime, 30/45	52.00@55.00
Prime, 45/55	48.00@54.00
Prime, 55/65	44.00@48.00
Choice, 30/45	52.00@54.00
Choice, 45/55	48.00@53.00
Choice, 55/65	44.00@48.00
Good, all wts.	45.00@50.00
Utility, all wts.	38.00@42.00

PORK CUTS—CHOICE LOINS:

(Bladeless included) 12/down	51.00@53.00
(Bladeless included) 12-16	51.00@53.00
(Bladeless included) 16-20	None quoted
Butts, Boston Style, 4-8	47.00@49.00

SPARERIBS, 3 lbs. down 44.00@46.00

LOCALLY DRESSED

STEER BEEF CUTS:

	Prime	Choice
Hindqtrs., 600/800	\$49.00@ 53.00	\$46.00@49.00
R'd, no flank	44.00@ 47.00	44.00@47.00
Hip r'd, with flank	43.00@ 46.00	42.00@45.00
Full loin, untrmd.	55.00@58.00	46.00@50.00
Short loin, trmd.	106.00@115.00	75.00@80.00
Flank	10.00@12.00	10.00@12.00
Rib	54.00@57.00	45.00@48.00
Arm chuck	31.00@33.00	31.00@33.00
Cr. cut chuck	30.00@ 32.00	30.00@32.00
Brisket	22.00@ 24.00	22.00@24.00
Short plates	9.00@ 12.00	9.00@12.00

INT. IOWA, S. MINNESOTA

Receipts of hogs and sheep at interior Iowa points, and Southern Minnesota in March compared.

	Hogs	Sheep
March, 1953	1,177,000	141,500
Feb., 1953	1,181,500	153,000
March, 1952	1,359,000	115,900

British Wool Boom

The wool industry in Britain is reported to be enjoying its best boom in two years. Wool dealers and yarn manufacturers are finding it difficult to meet the demand for materials and prices are going steadily upward. Imports of raw wool into the country the first two months of the year reached a post-war record.

IMPROVE YOUR LARD.....

DEODORIZED • HYDROGENATED LARD FLAKES



PACKED IN 50 LB. MULTIWALL PAPER BAGS • CARLOAD OR LCL
FREE SAMPLES ON REQUEST....

"CUDAHY OF CUDAHY"
CUDAHY, WISCONSIN • PHONE SHERIDAN 4-2000

BY-PRODUCTS MARKETS

Wednesday, May 6, 1953

Blood

	Unit
Unground, per unit of ammonia	Ammonia
(bulk)	*4.75@5.00a

Digester Feed Tankage Material

Wet rendered, unground, loose,	
Low test	*6.00a
High test	*5.00a
Liquid stick tank cars	3.00@3.25

Packinghouse Feeds

	Carlota, per ton
50% meat and bone scraps, bagged	\$75.00@80.00
50% meat and bone scraps, bulk	70.00@72.50
55% meat scraps, bulk	70.00@80.00
60% digester tankage, bulk	65.00@75.00
60% digester tankage, bagged	70.00@80.00
80% blood meal, bagged	115.00
70% standard steamed bone meal, bagged (spec. prep.)	90.00
65% steamed bone meal	55.00@60.00

Fertilizer Materials

High grade tankage, ground, per unit ammonia	4.00@4.25
Hoof meal, per unit ammonia	6.00@6.25*

Dry Rendered Tankage

	Per unit Protein
Low test	*1.30@1.35
High test	*1.15@1.20

Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	\$ 1.50@ 1.75
Hide trimmings (green, salted)	*13.00@15.00
Cattle jaws, skulls and knuckles, per ton	65.00a
Pig skin scraps and trimmings, per lb.	5 1/2

Animal Hair

Winter coll dried, per ton	*55.00@60.00
Summer coll dried, per ton	*57.50a
Cattle switches, per piece	5 1/2
Winter processed, gray, lb.	10 @11
Summer, processed, gray, lb.	3 @ 4

n—nominal. a—asked.
*Quoted delivered basis.

Fats and Oils Situation

Less lard and perhaps less butter are expected to be produced in the year beginning October 1, 1953. With stocks of edible fats and oils expected to be the highest on record at the beginning of 1953-54, the early season prospects indicate supplies of edible fats and oils in 1953-54 will be more than adequate to meet all needs. However, due to the large CCC holdings, commercial stocks on October 1, 1953, are expected to be the smallest for that date in several years.

Ceiling prices with stiff penalties for violators have been clamped on all Argentine foodstuffs by order of President Juan D. Peron.

BONELESS BEEF

FRESH . . . OR FROZEN

Also Suppliers of BEEF CARCASSES • LIVERS • OFFAL

We solicit
your
inquiries!

Wisconsin  *Packing Co.*
BEEF PACKERS

215 WEST OREGON STREET • MILWAUKEE 4, WISCONSIN
Phone BRoadway 1-0426



LIVESTOCK CO., INC.

Order Buyers

427 Exchange Building • South St. Paul, Minn.

Phones: La Salle 4666, 6461

CHAS. E. LEE, Pres.

SMITH, BRUBAKER & EGAN

Architect and Engineers

SERVING THE MEAT PACKING INDUSTRY

30 N. LASALLE ST., CHICAGO 2, ILLINOIS

LOU MENGES ORGANIZATION, INC.

ARCHITECTS, ENGINEERS AND CONSULTANTS FOR THE PACKING HOUSE INDUSTRY

BASKING RIDGE • MILLINGTON 7-0432 • NEW JERSEY

LOUIS J. MENGES, President

BEST in EVERY WAY

**Warranted a full year
against element burnout**

The original and only Calrod Sealing Iron — has ample capacity for continuous use without burnout or excessive heat loss!

This HS-5 Sealing Iron is properly balanced, easy to use and specially designed for meat plant packaging. Genuine Calrod element like electric stoves is controlled by accurate, adjustable thermostat. Model HS-5 Iron for cello (aluminum face) costs only \$11.50. Teflon covering or coating \$2. HS-5-S for cello or label sealing (stainless face) is easiest to clean, extra durable, costs \$13.50. HS-5-B (Pat. Pending) has free-running Fibreglass-Teflon belt, puts no drag on wrap, seals any film regardless of tackiness when heated, is only \$14.50 ea. Order today!

**GREAT LAKES
STAMP & MFG. CO.**

2500 IRVING PARK RD., CHICAGO 18



Aluminum or Stainless
Sealing Face



Air-insulated construction
gives cool handle. Light
weight yet unit-construction
gives exceptional sturdiness.



HS-5-B for **FRictionLESS**
Sealing gives perfect results
even with limited-sealing-range
films like acetate. For any film or label.
Patents pending.

Europe to be Good Market For U. S. Fats, Oils in 1953

The United States fats and oils can continue to find a ready market in Europe if their price and quality are competitive with similar products offered by other supplying countries. This is the conclusion of a USDA specialist who has just returned from a first hand study of the European fats and oils market.

The study was conducted by Paul E. Quintus, head of the Foreign Agricultural Services, Fats and Oils Division, under the Agricultural Marketing Act of 1946. The purpose was to obtain up-to-date information concerning trends in probable U. S. exports of fats and oils, especially lard, tallow, soybeans, and fishoil. Countries covered were Spain, Italy, Denmark, Switzerland, Austria, Western Germany, The Netherlands, Belgium, France, and the United Kingdom.

Quintus stated that if price relationships are right, Europeans generally prefer to buy U. S. fats, oils, and oilseeds because of proximity, dependability of deliveries, and a history of friendly trading. Because they are the least expensive fats, inedible tallows and greases from the U. S. are becoming increasingly important to West Europe's soap industry. Exports to Europe should remain at the 1952 rate (more than 300,000,000 lbs.) during 1953 and possibly increase.

U. S. lard also is in a favored position on a price basis, but only the United Kingdom, Germany and Austria can be looked upon as lard markets under normal conditions, partly because of declining consumption. Other European countries are self sufficient or have small export balances.

CANADIAN HIDE STOCKS

Stocks of raw hides and skins held by Canadian tanners, packers and dealers on February 28, 1953, included 440,450 cattle hides, the Dominion Bureau of Statistics has reported. January 31 stocks numbered 457,955 and February 29, 1952 inventories, 388,377. The number of calf and kip skins was 325,818 compared with 379,566 a month before and 635,453 a year earlier.

Sheep and lamb skins numbered 35,522 dozen against 50,086 at the close of January and 50,184 dozen on February 29, 1952. Horse hides totaled 23,226 against 44,485 a month earlier and 38,390 a year before.

Illinois VE Legislation

The Illinois legislature the past week passed the Stratton-backed bill which gives the agriculture department power to help stamp out the swine disease, Vesicular Exanthema. In another action, the Illinois senate highways committee gave its approval to the administration bill wiping out the \$8,000,000 truck license fee increase which was due next year.

SAUSAGE CASINGS

BROKERS

ORDER BUYERS

Domestic and Foreign Inquiries Invited!

HAROLD W. TOWNSEND & COMPANY

280 Madison Avenue
Telephone: MU 6-5288

NEW YORK 16, N. Y.
Teletype: NY 1-1230

CABLE ADDRESS: TOWNCAS NEW YORK

MORE AND MORE PACKERS ARE ORDERING E-Z FIT STOCKINETTES

For Quality and Economy
Order Your Supply Now

ALLIED ✓
ALLIED MANUFACTURING CO. DES MOINES IOWA

WHAT'S THE BEST WAY TO CLEAN SMOKEHOUSES?

See page 11

TO SCALD HOGS?

See page 17

Oakite's FREE Booklet on Plant Cleaning

tells you how job-proved Oakite cleaning materials and methods speed these jobs... safeguard product quality... prolong equipment life. Check this list for jobs you want to do better:

- ☐ cleaning smokehouses
- ☐ reconditioning trolleys
- ☐ scalding hogs
- ☐ cleaning conveyors
- ☐ cleaning aluminum molds
- ☐ cleaning vats, tubs
- ☐ removing lime scale, rust
- ☐ cleaning sausage racks
- ☐ steam-cleaning
- ☐ chemical sanitization
- ☐ cleaning delivery trucks

FREE Ask your Oakite Technical Service Representative, or write Oakite Products, Inc., 20A Rector St., New York 6, N. Y., for your copy of illustrated, 36-page booklet "How to Cut Sanitation Costs in Meat Packing Plants."

SPECIALIZED INDUSTRIAL CLEANING
OAKITE
MATERIALS • METHODS • SERVICE

Technical Service Representatives Located in
Principal Cities of United States and Canada

New York, 'Frisco PMA Offices to be Dropped

The U. S. Department of Agriculture has announced that the Production and Marketing Administration commodity offices at San Francisco and New York City are being abolished and their area and commodity responsibilities reassigned to other PMA Commodity Offices. These changes, which are effective with the close of business June 30, 1953, are being made to bring about greater operational economy. These offices have area responsibility for purchase, storage, sales, and related operations arising out of the department's various price support, surplus removal, export, and supply programs.

The area now serviced by the San Francisco office is being reassigned to the Portland (Oregon) PMA Commodity Office. Except for Virginia, the area now serviced by the New York office is being reassigned to the Chicago PMA Commodity Office.

Argentine Meat Output Up, Exports Down in 1952

Argentine commercial slaughter and meat production last year was up slightly from the year before, while exports dropped, largely due to the accumulation of stocks in the final quarter of the year while awaiting the new Anglo-Argentine contract which was signed December 31.

The Foreign Agriculture Service stated further that cattle and sheep slaughter was up, but hog butchering has not recovered since the liquidation which followed the short corn crops of 1950 and 1951. Exports of meat were lower than in other post war years and only about one-third of the 1938 total.

First Canadian Livestock Since Embargo Reach U.S.

The first shipments of Canadian livestock into the United States since the re-opening of the border, March 1, arrived last week. A consignment of 93 calves came direct to a packing firm at Grand Forks, N.D., and 19 loads of hogs were reported shipped to the U.S. from Calgary and Edmonton. The herd of calves was said to be a "trial" shipment to test the U.S. market against prices in Canada, and the hogs were the first in years. Early in March Canadian packers made several trips to the U.S. to buy cattle at the lower prices prevailing here at the time.

National Barrow Show Planned for Sept. 15-18

The National Barrow Show, which was suspended last year due to widespread epidemics of vesicular exanthema in states from which the event usually draws entries, is again being planned at Austin, Minn., September 15 through 18.

It is expected that by about June 1 a permit for the show will be issued by Minnesota State Sanitary Board.

NOTHING ELSE CUTS
CLEANING COSTS
LIKE THE ORIGINAL...

Kurly Kate



Try the original Kurly Kate metal sponge. See how it quickly and thoroughly wipes away the most stubborn dirt. Remember it will not splinter or rust—never cuts hands—never injures metal or plated surfaces, thus adding life to equipment. Then you'll know why the original Kurly Kate tops all metal sponges for safety—efficiency, economy and speed.

Available in Stainless Steel
Special Bronze
Stainless Nickel Silver

FOR ALL
PACKING HOUSE
AND
SAUSAGE MFG.
EQUIPMENT

Guarantee
Satisfaction fully
guaranteed. Use
proves its worth or
your money back.

Order From Your Jobber
or Write Direct to:

KURLY KATE CORP.
2215 S. Michigan Ave.
Chicago 16, Ill.

LIVESTOCK MARKETS

Weekly Review

March Livestock Costs to Packers Sharply Under '52

Packers operating under federal inspection during March bought most classes of livestock at prices lower than those paid in the corresponding month of 1952.

Average cost of cattle in March at \$18.88 was 66 per cent of 1952, calves at \$20.51 were 32 per cent under 1952; hogs at \$20.52 had 122 per cent of last year's value, and sheep and lambs averaging \$21.51 cost 16 per cent less than in the preceding year.

The 1,299,485 cattle, 534,719 calves, 4,961,955 hogs and 1,190,116 sheep and lambs slaughtered under federal inspection in March had dressed yields of:

	Mar., 1953 1,000 lbs.	Mar., 1952 1,000 lbs.
Beef	724,757	518,143
Veal	54,993	39,094
Pork (carcase wt.)	874,686	1,050,706
Lamb and mutton	55,150	45,201
Total	1,712,286	1,653,144
Pork, excl. lard	650,145	759,957
Lard prod.	164,072	213,346
Rendered pork fat	8,139	9,880

Average live weights in March were as follows:

	Mar., 1953 lbs.	Mar., 1952 lbs.
All cattle	997.5	1,004.2
Steers	1,017.2	1,007.7
Heifers	851.4	877.3
Cows	997.6	1,020.2
Calves	190.5	173.0
Hogs	231.1	239.3
Sheep and lambs	102.8	105.3

Dressed yields for the two months were as follows:

	Mar., 1953 per cent	Mar., 1952 per cent
Cattle	56.1	55.0
Calves	57.0	57.4
Hogs	76.4	76.2
Sheep and lambs	47.7	47.3
Lard per 100 lbs.	14.3	15.5
Lard per animal	33.1	37.0

	Mar., 1953 lbs.	Mar., 1952 lbs.
Cattle	559.6	561.3
Calves	102.9	99.3
Hogs	176.3	182.3
Sheep and lambs	49.0	49.8

BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in March, 1953, were reported by the USDA.

	Cattle	Calves	Hogs	Sheep
Receipts	21,148	7,461	7,554	48,295
Shipments	13,170	2,812	3,126	40,918
Local slaughter ...	7,973	4,649	4,428	7,377

KINDS OF LIVESTOCK KILLED

†The classification of livestock slaughtered under federal inspection during March, 1953, compared with February, 1953, and March, 1952 is shown below:

	Mar. Per- cent 1953	Feb. Per- cent 1953	Mar. Per- cent 1952
Cattle—			
Steers	61.7	59.1	58.8
Heifers	11.8	14.1	12.6
Cows	23.7	24.5	25.3
Cows & heifers	35.5	38.6	38.4
Bulls & stags	2.8	2.3	2.8
Total ¹	100.0	100.0	100.0
Canners & cutters ²	11.5	11.4	12.1
Hogs:			
Sows	4.2	4.1	5.1
Barrows & gilts	95.3	95.5	94.0
Stags & boars .....	.5	.4	.9
Total ¹	100.0	100.0	100.0
Sheep and Lambs:			
Lambs & yearlings	96.7	97.3	96.5
Sheep	3.3	2.7	3.5
Total ¹	100.0	100.0	100.0

¹Based on reports from packers.
²Included in cattle classification.

SALABLE AND DRIVEN-IN RECEIPTS AT 65 MARKETS

Total salable and driven-in receipts of livestock by classes during March 1953 and 1952 at the 65 public markets.

TOTAL SALABLE RECEIPTS*

	Mar., 1953	Mar., 1952
Cattle	1,375,551	1,053,991
Calves	303,144	247,219
Hogs	1,948,870	2,510,192
Sheep	680,655	550,786

TOTAL DRIVEN-IN RECEIPTS

	Mar., 1953	Mar., 1952
Cattle	1,314,069	975,789
Calves	321,926	255,216
Hogs	2,337,561	2,885,410
Sheep	602,142	495,344

*Does not include through shipments and direct shipments to packers when such shipments pass through the stockyards.

Driven-in receipts at 65 public markets constituted the following percentages of total March receipts, which include through shipments and direct shipments to packers when such shipments pass through the stockyards: Cattle, 82.6; calves, 89.3; hogs, 83.9; and sheep, 51.3. Percentages in 1952 were 78.5, 88.3, 80.1 and 49.6.

Reluctant Farmers Now Favor Brucellosis Control

A welcome turn of events has been reported in the control and eradication of brucellosis, livestock disease that also affects human beings. Stockmen who not long ago were reluctant to support a program aimed at eradicating the disease are now solidly in favor of it, according to a report compiled by disease control officials and issued through Livestock Conservation, Inc.

"In fact," the report said, "there is such an overwhelming demand for action in controlling this disease that it has become difficult to mass enough veterinarians to meet the nationwide demand." Only a few years ago, most livestock producers were fighting among themselves about the value of brucellosis control measures advocated by federal and state authorities, explained Dr. J. R. Pickard, Chicago, general manager of Livestock Conservation, Inc.

The change in farm thinking on brucellosis control can be traced to improved scientific methods, education, and the realization that this disease "will stick around forever and get worse unless everybody does something about it," Dr. Pickard added.

Brucellosis has wiped out millions of unborn calves and pigs in addition to cutting into milk production and livestock breeding success, the report pointed out. Also, unestimated thousands of people have contracted the disease in a form called undulant fever, directly from animals or by consuming unpasteurized dairy products.

LIVESTOCK CAR LOADINGS

A total of 8,506 cars were loaded with livestock during the week ended April 18, 1953, according to the American Association of Railroads. This was a decrease of 335 cars from the same week in 1952 but 175 more than during the same period of 1951.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended April 25, compared with the same time 1952, were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK- YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lb.		Good and Choice		Grade B ¹ Dressed		Good Handyweights	
	1953	1952	1953	1952	1953	1952	1953	1952
Toronto	\$19.75	\$24.03	\$25.51	\$23.89	\$26.98	\$25.60	\$26.50	\$30.46
Montreal	20.25	26.00	22.45	22.75	23.10	25.60	.....	.....
Winnipeg	18.50	21.50	22.83	28.50	24.26	24.18	24.00	22.00
Calgary	18.41	22.47	25.94	29.64	26.45	23.35	23.05	20.07
Edmonton	18.00	21.60	24.50	32.00	26.10	24.35	20.00	23.00
Lethbridge	17.82	.....	23.25	.....	26.10	22.95	22.25	21.58
Pr. Albert	17.75	21.00	23.90	28.00	23.10	23.35	19.75	.....
Moose Jaw	17.80	.....	23.20	.....	24.10	.....	.....	.....
Saskatoon	17.80	19.50	25.50	26.00	23.10	23.60	.....	.....
Regina	18.35	.....	25.75	.....	23.60	.....	.....	.....
Vancouver	17.95	.....	26.45	31.65	.....	24.60	.....	.....

*Dominion Government premiums not included.

K-M...the vital link
between you and profitable
livestock buying!

Conveniently located

BLOOMINGTON, ILL.
CHATTANOOGA, TENN.
CINCINNATI, OHIO
DAYTON, OHIO
DETROIT, MICH.
FT. WAYNE, IND.
INDIANAPOLIS, IND.
JACKSON, MISS.

KENNETT-MURRAY
LIVESTOCK BUYING SERVICE

JONESBORO, ARK.
LAFAYETTE, IND.
LOUISVILLE, KY.
MONTGOMERY, ALA.

NASHVILLE, TENN.
OMAHA, NEBRASKA
SIOUX CITY, IOWA
SIOUX FALLS, S.D.

SAMUEL KEATING & SONS

LIVESTOCK ORDER BUYERS

Over 55 Years Experience on the Chicago Market!

ROOM 209, EXCHANGE BUILDING U.S. YARDS CHICAGO 9, ILLINOIS
Direct Phone to Hog Alley: Virginia 7-0650. Home Phone: Cedarcrest 3-3617

REFERENCES

THE LIVESTOCK NATIONAL BANK • THE DROVERS NATIONAL BANK
Bonded under U.S.A.

LIVE STOCK HAULING

Fast! Dependable! Economical!

COMPLETE INSURANCE COVERAGE!

FLEET OPERATOR SINCE 1931

- Serving Midwest to East Coast
- Louisville, Ky. to All Points
- Modern, Full-Size Equipment

FINCHUM TRUCKING CO.

INDIANAPOLIS STOCK YARDS • INDIANAPOLIS, IND.

Phones: Market 7341, Idlewood 0619

LOUISVILLE, KY. . . . Clay 2744

CHICAGO, ILL. . . . Virginia 7-9190

ST. LOUIS, MO. . . . Upton 5-2909

PEORIA, ILLINOIS

TEMPERLY



Livestock

TRANSPORTATION

- ➔ SERVING THE ENTIRE MIDDLE WEST!
- ➔ 20 YEARS' EXPERIENCE!
- ➔ EXPERT HANDLING OF LIVESTOCK!
- ➔ ALL CARGO FULLY INSURED!

INDIANAPOLIS, INDIANA

P. O. Box 103, Union Stock Yards • Atlantic 2371

LOUISVILLE, KENTUCKY

Bourbon Stock Yards • Clay 1105

KNOW YOUR MARKETS at the time you BUY or SELL!

Daily closing markets on meats, by-products and livestock rushed to you by first class mail at the close of trading—The Daily Market and News Service—an easy to read, instant price guide which covers 28 product classifications and prints over 350 quotations daily.

This Service is an industry authority used continuously as a basis for trading. Thousands of dollars worth of product are sold daily on the basis of the Daily Market Service quotations—because both buyer and seller recognize the Service's record for accuracy.

More Than a Thousand Subscribers recognize: A SINGLE CAR BOUGHT AT ¼ CENT LESS PER POUND, OR ONE CAR SOLD AT ¼ CENT MORE PER POUND, MORE THAN PAYS FOR A FULL YEAR'S SUBSCRIPTION.

BY FIRST CLASS MAIL.....Only \$19 for 13 weeks or \$72 per year (air mail slightly higher)
desk binder furnished to every subscriber

Ask For Sample Copies or SEND YOUR ORDER NOW!—if you are not fully satisfied with this real profit maker—if you are not convinced it will pay for itself over and over, you may cancel at the end of one week at absolutely no cost.

Write: Department 6X, DAILY MARKET AND NEWS SERVICE

THE NATIONAL PROVISIONER, 15 West Huron Street, Chicago 10, Illinois

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, May 5, were reported by the Production and Marketing Administration as follows:

	St. L. N.S. Yds.	Chicago	Kansas City	Omaha	St. Paul
HOGS (Includes Bulk of Sales):					
BARROWS & GILTS:					
Choice:					
120-140 lbs.	\$19.25-21.50	None rec.	None rec.	None rec.	None rec.
140-160 lbs.	21.25-23.25	\$19.50-22.50	None rec.	None rec.	\$21.50-22.75
160-180 lbs.	23.00-24.00	22.00-24.25	None rec.	\$19.50-23.25	\$22.50-24.00
180-200 lbs.	23.85-24.15	23.75-24.50	23.25-23.85	23.25-24.00	23.50-24.00
200-220 lbs.	23.85-24.15	24.00-24.50	23.50-23.85	23.25-24.00	23.50-24.00
220-240 lbs.	23.75-24.15	24.00-24.50	23.25-23.85	23.25-24.00	23.50-24.00
240-270 lbs.	23.25-24.00	24.00-24.35	23.15-23.75	22.75-23.75	23.00-23.75
270-300 lbs.	22.75-23.50	23.25-24.25	None rec.	22.25-23.00	23.00-23.25
300-330 lbs.	None rec.	23.00-23.50	None rec.	21.75-22.50	22.00-22.75
330-360 lbs.	None rec.	None rec.	None rec.	21.75-22.50	21.50-22.50
Medium:					
160-220 lbs.	None rec.	None rec.	None rec.	19.00-23.00	None rec.
SHOWS:					
Choice:					
270-300 lbs.	22.00 only	None rec.	22.00 only	21.00-22.75	21.50-22.50
330-360 lbs.	22.00 only	22.25-22.50	22.00 only	21.00-22.75	21.50-22.50
360-390 lbs.	21.75-22.00	21.50-22.25	21.50-22.00	21.00-22.75	21.00-22.50
390-400 lbs.	21.50-21.75	21.00-21.75	21.25-21.75	21.00-22.75	20.75-22.50
400-450 lbs.	21.00-21.50	20.50-21.25	21.00-21.50	19.50-21.25	None rec.
450-550 lbs.	19.75-21.25	19.75-20.75	20.50-21.25	19.50-21.25	None rec.
Medium:					
250-500 lbs.	None rec.	19.00-21.00	None rec.	18.50-22.25	None rec.

SLAUGHTER CATTLE & CALVES:

STEERS:					
Prime:					
700-900 lbs.	23.00-24.50	22.75-24.50	22.75-24.00	22.75-24.75	23.00-24.00
900-1100 lbs.	23.50-25.00	23.50-24.00	23.00-24.50	22.25-25.00	23.00-24.00
1100-1300 lbs.	23.50-25.00	22.75-25.00	22.75-24.50	22.75-24.75	22.50-24.00
1300-1500 lbs.	22.50-24.50	22.00-24.50	20.00-24.00	21.50-24.00	22.00-23.50
Good:					
700-900 lbs.	19.00-21.50	20.00-21.25	19.25-21.00	19.25-20.75	19.00-21.00
900-1100 lbs.	19.50-21.50	19.75-21.25	19.25-21.00	19.25-20.75	18.50-21.00
1100-1300 lbs.	19.50-21.50	19.50-21.00	18.75-20.75	19.00-20.50	18.50-21.00
Commercial,					
all wts.	17.50-19.50	17.50-20.00	17.25-19.25	17.25-19.00	16.50-19.00
Utility, all wts.	16.00-17.50	15.50-17.50	14.50-17.25	15.00-17.25	15.50-16.50

HEIFERS:

Prime:					
600-800 lbs.	23.00-24.50	22.75-23.50	22.50-23.50	22.50-24.00	22.50-23.50
800-1000 lbs.	22.50-24.00	22.75-23.50	22.50-23.50	22.25-24.00	22.50-23.50
Choice:					
600-800 lbs.	21.00-23.00	21.25-22.75	20.25-22.50	19.75-22.50	20.00-22.50
800-1000 lbs.	20.50-22.50	21.00-22.75	20.00-22.50	19.75-22.25	20.00-22.50
Good:					
500-700 lbs.	19.00-21.00	19.75-21.25	18.25-20.25	18.50-19.75	18.50-20.50
700-900 lbs.	18.50-20.50	19.50-21.25	18.25-20.25	18.00-19.75	18.50-20.50
Commercial,					
all wts.	17.50-19.00	16.50-19.75	16.75-18.25	16.50-18.50	16.00-18.50
Utility, all wts.	15.00-17.00	15.00-16.50	14.00-16.75	14.50-16.50	15.00-16.00

COWS:

Commercial,					
all wts.	14.50-16.50	15.00-16.25	14.50-16.00	14.75-16.00	14.00-16.50
Utility, all wts.					
13.50-14.50	13.25-15.00	13.00-14.50	13.50-14.75	13.50-15.50	
Canner & cutter,					
all wts.	11.00-14.00	10.75-13.50	10.50-13.00	11.50-13.50	11.00-13.50
BULLS (Yr. Excl.) All Weights:					
Good					
None rec.	15.00-16.50	None rec.	12.50-14.50	14.00-14.50	
Commercial					
16.00-17.00	17.75-18.75	15.50-16.00	16.00-18.00	14.00-14.50	
Utility					
15.00-16.00	15.50-17.75	14.00-15.50	14.00-16.00	15.00-17.00	
Cutter					
13.00-15.00	14.00-15.50	13.00-14.00	13.00-14.00	14.50-15.50	

VEALERS, All Weights:

Choice & prime,	22.00-29.00	26.00-27.00	21.00-25.00	25.00-27.00	23.00-27.00
Com'l & good,	17.00-22.00	18.00-26.00	15.00-21.00	18.00-25.00	17.00-23.00

CALVES (500 Lbs. Down):

Choice & prime,	20.00-24.00	20.00-24.00	19.00-21.00	20.00-25.00	22.00-23.00
Com'l & good,	15.00-20.00	16.00-20.00	14.00-19.00	16.00-20.00	15.00-22.00

SHEEP & LAMBS:

SPRING LAMBS:					
Choice & prime,	27.00-28.25	None rec.	25.00-27.00	None rec.	None rec.
Good & choice,	25.00-27.00	None rec.	None rec.	None rec.	None rec.
LAMBS (110 Lbs. Down) (Wooled):					
Choice & prime,	24.50-25.50	25.00-25.75	None rec.	24.25-25.50	25.00-25.75
Good & choice,	23.50-24.50	24.50-25.25	None rec.	21.75-24.50	21.00-25.00

LAMBS (105 Lbs. Down) (Shorn):

Choice & prime,	23.50-24.50	23.75-24.25	23.00-24.25	21.75-23.50	8.00-9.00
Good & choice,	22.00-23.50	23.00-24.00	20.50-23.00	20.50-22.00	6.00-7.75

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers

	Week ended	Prev. Week	Cor.
CATTLE			
Chicago	25,044	26,027	17,501
Kansas City	15,905	18,470	12,618
Omaha	22,161	22,260	19,906
E. St. Louis	9,335	9,768	5,000
St. Joseph	10,784	11,517	5,462
St. Paul	11,507	12,471	10,051
Wichita	4,160	4,216	
New York & Jersey City			
Jersey City	10,583	10,381	7,684
Okla. City	3,769	4,865	2,664
Cincinnati	4,901	4,451	3,185
Denver	16,182	13,106	9,227
St. Paul	16,142	15,343	15,165
Milwaukee	4,609	3,949	4,238
Total	150,622	156,772	115,117

HOGS			
Chicago	35,290	29,446	40,416
Kansas City	10,227	10,462	17,527
Omaha	22,807	19,521	44,445
E. St. Louis	28,450	27,704	32,273
St. Joseph	24,528	18,802	40,747
St. Paul	19,607	18,189	29,748
Wichita	9,458	14,175	
New York & Jersey City			
Jersey City	38,935	44,850	50,519
Okla. City	8,526	10,006	13,237
Cincinnati	10,358	11,170	13,197
Denver	12,741	11,223	7,908
St. Paul	30,214	27,851	44,098
Milwaukee	6,597	5,756	7,445
Total	248,340	244,339	315,395

SHEEP			
Chicago	5,184	4,078	7,912
Kansas City	5,428	8,680	7,517
Omaha	6,263	8,029	12,458
E. St. Louis	1,435	1,769	2,280
St. Joseph	9,609	7,180	29,078
St. Paul	4,918	5,678	4,329
Wichita	2,600	5,412	
New York & Jersey City			
Jersey City	41,921	43,630	41,281
Okla. City	4,934	3,412	2,622
Cincinnati	213	216	174
Denver	16,337	9,108	4,524
St. Paul	2,068	1,831	3,550
Milwaukee	324	297	261
Total	98,834	96,517	101,428

*Cattle and calves.
*Federally inspected slaughter, including direct.
*Stockyards sales for local slaughter.
*Stockyards receipts for local slaughter, including direct.

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, May 6, were as follows:

CATTLE:			
Steers, choice & pr.	None rec.		
Steers, gd. & ch.	\$20.00@22.60		
Heifers, gd. & ch.	18.00@20.00		
Heifers, util. & com'l.	15.00@16.00		
Cows, com'l.	10.00@18.00		
Cows, utility	15.00@16.00		
Cows, canner, cutter.	11.00@13.00		
Bulls, util. & com'l.	16.00@19.00		
Bulls, can. & cut.	12.00@15.00		
VEALERS:			
Choice & prime,	\$22.00@25.00		
Good & choice,	22.00@25.00		
Utility & com'l.	16.00@20.00		
Cull	13.00@14.00		
HOGS:			
Gd. & ch., 180/240,	\$25.25@25.50		
Sows, 400/down,	20.00@21.00		
LAMBS:			
Good & choice,	None rec.		

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended May 2:

Cattle	293	Calves	457	Hogs*	676	Sheep*	...
Total (incl. direct),	6,758	3,413	20,000	20,255			
Prev. week:	207	511	572	45			
Total (incl. direct),	5,850	3,164	21,431	22,277			

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS				
	Cattle	Calves	Hogs	Sheep
Apr. 30	3,520	682	10,929	4,588
May 1	1,436	312	9,419	2,571
May 2	100	17	2,450	21
May 4	19,082	700	6,006	6,920
May 5	9,100	400	11,000	2,100
May 6	13,000	400	13,000	3,000
Week so far	42,082	1,500	30,306	12,020
Week ago	40,436	1,088	35,551	11,962
Year ago	29,274	972	40,795	12,436
2 yrs. ago	23,306	1,106	38,661	13,833
Including 127 cattle, 8,157 hogs and 5,907 sheep sent to packers.				
SHIPMENTS				
	Cattle	Calves	Hogs	Sheep
Apr. 30	2,282	53	1,746	514
May 1	1,408	...	3,113	890
May 2	...	...	1,072	182
May 4	6,446	...	1,019	1,229
May 5	3,000	...	1,600	500
May 6	5,000	...	1,000	300
Week so far	14,446	54	3,019	2,629
Week ago	15,400	50	2,265	2,004
Year ago	11,229	34	6,807	2,202
2 yrs. ago	7,618	47	4,047	1,292

OCK
the Chi-
r current

ogs Sheep
29 4,588
119 2,071
450 21
306 6,920
300 2,100
300 5,000

306 12,020
551 11,962
795 12,438
361 5,535
157 hogs
ackers.

746 514
113 890
372 76
019 1,820
000 500
000 300:
019 2,620
265 2,064
807 2,202
047 1,202

1932
24,362
1,298
57,591
13,444

1952
10,789
12,786
4,112

CHASES
ed at Chi-
ay 6:
Week
ended
Apr. 29
34,028
6,389
40,617

**CES
LES**

stock at
nesday,
rted as
below:

None rec.
3,006 24.25
8,006 21.75
1,006 21.75
8,006 21.75
5,006 16.00
3,006 15.00
0,506 12.50
6,506 19.00

5,006 27.00
1,006 24.50
5,006 19.00
2,006 16.00

4,506 25.25
8,506 20.00

None rec.

KILL

r in Can-
April 25:

Same Wk.
Last Yr.
6,602
12,427
19,029

54,705
90,485
145,190

153,790
3,901
1,021
4,922

9, 1953

KENNETT-MURRAY

America's Largest, Oldest and Leading Livestock Buying Service!

Regardless of the types of livestock that your business requires for profitable, efficient operation, K-M can fill your blanket orders more economically and to your greater satisfaction! The Kennett-Murray Organization is backed by 66 years of uninterrupted service to packers... and this livestock buying "know how" works for you at all important livestock markets! Contact one of the conveniently located K-M offices today... put K-M at your service now!

CONVENIENTLY LOCATED:

BLOOMINGTON, ILL.	JONESBORO, ARK.
CHATTANOOGA, TENN.	LAFAYETTE, IND.
CINCINNATI, OHIO	LOUISVILLE, KY.
DAYTON, OHIO	MONTGOMERY, ALA.
DETROIT, MICH.	NASHVILLE, TENN.
FT. WAYNE, IND.	OMAHA, NEBRASKA
FLORENCE, S. C.	PAYNE, OHIO
INDIANAPOLIS, IND.	SIoux CITY, IOWA
JACKSON, MISS.	SIoux FALLS, S. D.

- K-M SERVES ALL IMPORTANT MARKETS!
- K-M IS STAFFED WITH BUYING EXPERTS AT ALL POINTS!
- K-M IS THE VITAL LINK BETWEEN YOU AND PROFITABLE LIVESTOCK BUYING!
- K-M IS A WELL-PLANNED AND CONVENIENT HOOK-UP!
- K-M IS THE WORLD'S GREATEST LIVESTOCK BUYING ORGANIZATION!
- K-M OPERATES A LOSS AND DAMAGE CLAIM DEPARTMENT FOR YOUR CONVENIENCE!

KENNETT-MURRAY
LIVESTOCK BUYING SERVICE

**On their way . . .
from the Hog Capital
of the World:**

You'll find experienced, capable men buying, sorting and grading . . . and every facility for safe handling . . . at INDIANAPOLIS! Fast, dependable trucking and rail service in all directions! Come to INDIANAPOLIS . . . where both buyer and seller find a profitable market!



Indianapolis

- WORLD'S LARGEST HOG SHIPPING MARKET
- NEAREST BIG MARKET TO THE EAST COAST
- INDIANA HOGS ARE PACKER-PREFERRED

The Indianapolis Stockyards

The *Reco* CIRCULATING SYSTEM BLOWS UPWARD



KEEP
YOUR



Processing rooms and refrigerated areas Dry and Wholesome—free from odors and pleasant to work in at very little initial expense and upkeep.

Insures uniform
temperature and humidity in every
foot of the room—winter or summer



FANS CIRCULATE
ALL THE AIR

REYNOLDS
ELECTRIC COMPANY

3089 River Road

River Grove, Ill.

For DEMONSTRATION--For RESEARCH CONNOLLY ROLL-A-GRILL AUTOMATIC



MAKES YOUR
FRANKFURTERS
LOOK Better — TASTE Better!

Now used on food service counters across the nation! Grills evenly on all sides—seals in juices—retains natural flavor—expands size of frankfurter and shows it off to best advantage—ideal for skinniest types. Gleaming stainless steel construction. Write for literature.

MANUFACTURED BY

J.J. CONNOLLY, INC.

J. J. CONNOLLY, INC., 457 West 40th St.,
New York 18, N. Y., Dept. P5

Please send complete ROLL-A-GRIFF literature at once to

NAME.....
ADDRESS.....CITY.....

AMONG MANY USERS:

Balentine Packing Co. • East Tennessee Packing Co. • Hygrade Food Products Corp. • Arden Farms Packing Co. • Austin Packing Co. • Armour & Co. • Tabin Packing Co. • Essex Packers Ltd. • Cook Packing Co. • Little Rock Packing Co. • Visking Corp. • Statesville Packing Co. • Parrot Packing Co. Inc. • Lykes Bros. Inc. • Tennessee Packers Co. Inc. • Swift & Co.
457 W. 40th St., New York 18, N. Y.
Phone: CH 4-5000
Cable Address: JAYCONLEY

Coming to NAT'L
RESTAURANT
SHOW in Chicago?
See ROLL-
A-GRIFF in action at
CHARLES E.
HIRES BOOTH
No. 465

PACKERS' PURCHASES

Purchase of livestock by packers at principal centers for the week ending Saturday, May 2, 1953, as reported to The National Provisioner:

CHICAGO

Armour, 5,898 hogs; Wilson, 1,575 hogs; Agar, 5,787 hogs; shippers, 7,796 hogs; and others, 22,080 hogs. Total: 25,941 cattle; 1,853 calves; 43,066 hogs; and 5,184 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,484	1,064	2,087	780
Swift	3,398	931	2,489	2,956
Wilson	876	...	2,789	...
Butchers	5,188	126	838	78
Others	1,439	...	2,074	1,614
Totals	13,484	2,121	10,227	5,428

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	7,108	...	9,125	1,697
Cudahy	715	...	873	...
Swift	6,492	...	6,052	1,297
Wilson	3,548	...	3,948	1,724
Cornhusker	565	...	...	...
Neb. Beef	517	...	...	...
Eagle	78	...	...	...
Gr. Omaha	494	...	...	...
Hoffman	121	...	...	...
Rothschild	429	...	...	...
Roth	1,409	...	...	...
Kingan	1,599	...	...	...
Merchants	101	...	...	...
Midwest	148	...	...	...
Omaha	471	...	...	...
Union	572	...	...	...
Others	...	...	9,714	...
Totals	24,327	29,712	4,718	...

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	2,484	1,267	8,996	796
Swift	2,910	1,522	11,211	699
Hunter	1,202	...	6,922	...
Hell	...	...	551	...
Laclede	...	...	770	...
Totals	6,546	2,789	28,450	1,465

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	3,417	362	11,512	3,238
Armour	2,986	265	8,896	1,490
Others	5,935	128	2,670	1,277
Totals*	12,338	755	23,078	5,605

*Do not include 349 cattle, 24 calves, 4,120 hogs and 4,938 sheep direct to packers.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour	5,137	1	6,407	1,669
Cudahy	3,161	...	6,660	1,259
Swift	3,914	...	4,501	926
Butchers	384	5	...	...
Others	8,534	6	10,116	29
Totals	21,130	12	28,184	3,883

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	1,164	87	1,172	629
Wilson	1,316	151	1,265	681
Butchers	196	1	1,256	44
Totals*	2,666	238	3,693	1,334

*Do not include 755 cattle, 109 calves, 4,838 hogs and 3,000 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	175	88	252	...
Cudahy	...	...	...	...
Swift	334	...	14	...
Wilson	177	...	...	...
Atlas	508	29	...	...
Acme	440	...	...	...
Ideal	868	...	...	...
Machlin	721	...	...	...
Clougherty	...	...	253	...
Coast	181	...	56	...
Commercial	554	...	35	...
Bridgeford	74	...	...	...
Gr. West	354	...	...	...
Harman	365	...	...	...
Others	3,533	665	831	...
Totals	8,279	782	1,440	...

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,406	138	1,911	6,417
Swift	1,533	191	2,601	6,540
Cudahy	924	58	2,250	1,472
Wilson	817	...	...	...
Others	5,912	299	2,351	737
Totals	10,612	594	9,113	15,166

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	4	1	...	146
Kahn	...	...	...	...
Meyer	...	...	...	...
Schlachter	153	94	...	21
Northside	...	...	...	...
Others	...	...	11,782	47
Totals	3,353	1,365	11,782	214

MILWAUKEE

	Cattle	Calves	Hogs	Sheep
Packers	2,386	6,178	6,751	178
Others	2,300	1,885	84	146
Totals	4,686	8,063	6,835	324

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	5,212	3,048	7,765	593
Bartusch	1,970	...	...	...
Cudahy	1,209	203	...	196
Riffin	1,055	60	...	...
Superior	1,673	...	...	...
Swift	5,923	3,548	22,449	1,279
Others	3,080	2,420	5,551	2,112
Totals	19,222	9,279	35,785	4,180

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	632	1,115	406	15,316
Swift	1,703	897	751	17,969
Blue Bonnet	469	17	294	...
City	372	...	45	...
Rosenthal	258	9	...	...
Totals	3,414	2,038	1,496	33,285

TOTAL PACKER PURCHASES

	Week Ended	Prev. Week	Cor.
Cattle	155,111	166,483	124,214
Hogs	232,881	219,714	323,109
Sheep	80,786	84,317	68,371

CORN BELT DIRECT TRADING

Des Moines, Ia. May 6—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were:

Hogs, good to choice:

160-180 lbs.	\$20.50@22.40
180-220 lbs.	22.10@23.00
220-240 lbs.	21.20@23.00
240-270 lbs.	20.90@22.10
270-300 lbs.	20.75@21.50

Sows:

440-550 lbs.	19.00@20.50
--------------	-------------

Corn belt hog receipts reported by U. S. Department of Agriculture:

April 30	29,500	32,500
May 1	24,000	49,500
May 2	28,000	27,000
May 4	51,000	50,000
May 5	40,500	39,000
May 6	33,000	31,500

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended May 2, with comparisons, are shown in the following table:

	Cattle	Hogs	Sheep
Week to date	259,000	366,000	168,000
Previous week	281,000	361,000	176,000
Same wk. 1952	245,000	531,000	149,000
1953 to date	4,288,000	7,984,000	2,845,000
1952 to date	3,648,000	10,501,000	2,652,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending April 30:

	Cattle	Calves	Hogs	Sheep
Los Angeles	8,500	1,175	1,350	50
N. Portland	2,500	300	1,730	650
S. Francisco	263	40	1,850	1,350

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A., Production & Marketing Administration)

STEER AND HEIFER:		Carcasses	BEEF CURED:	
Week ending May 2, 1953.	14,577		Week ending May 2, 1953.	2,200
Week previous	15,099		Week previous	56,772
Same week year ago	10,608		Same week year ago	8,879
COW:			PORK CURED AND SMOKED:	
Week ending May 2, 1953.	1,336		Week ending May 2, 1953.	390,265
Week previous	781		Week previous	463,836
Same week year ago	984		Same week year ago	498,850
BULL:			LARD AND PORK FATS:	
Week ending May 2, 1953.	517		Week ending May 2, 1953.	6,450
Week previous	607		Week previous	9,000
Same week year ago	632		Same week year ago	30,916
VEAL:			LOCAL SLAUGHTER	
Week ending May 2, 1953.	12,415		CATTLE:	
Week previous	16,750		Week ending May 2, 1953.	10,583
Same week year ago	9,909		Week previous	10,381
			Same week year ago	7,684
LAMB:			CALVES:	
Week ending May 2, 1953.	34,016		Week ending May 2, 1953.	9,411
Week previous	36,768		Week previous	9,030
Same week year ago	28,016		Same week year ago	7,199
MUTTON:			HOGS:	
Week ending May 2, 1953.	870		Week ending May 2, 1953.	38,935
Week previous	1,008		Week previous	44,859
Same week year ago	1,711		Same week year ago	50,519
HOG AND PIG:			SHEEP:	
Week ending May 2, 1953.	4,003		Week ending May 2, 1953.	41,921
Week previous	3,000		Week previous	43,630
Same week year ago	9,198		Same week year ago	41,281
PORK CUTS:			COUNTRY DRESSED MEATS	
Week ending May 2, 1953.	1,252,901		VEAL:	
Week previous	1,275,332		Week ending May 2, 1953.	5,007
Same week year ago	1,187,791		Week previous	5,862
			Same week year ago	5,135
BEEF CUTS:			HOG:	
Week ending May 2, 1953.	119,769		Week ending May 2, 1953.	15
Week previous	103,288		Week previous	12
Same week year ago	48,793		Same week year ago	1
VEAL AND CALF CUTS:			LAMB AND MUTTON:	
Week ending May 2, 1953.	11,120		Week ending May 2, 1953.	199
Week previous	16,118		Week previous	198
Same week year ago	5,900		Same week year ago	126
LAMB AND MUTTON CUTS:				
Week ending May 2, 1953.	850			
Week previous	624			
Same week year ago	3,752			

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ending May 2, was reported by the U. S. Department of Agriculture as follows:

City or Area	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	11,870	10,724	42,014	48,076
Baltimore, Philadelphia	5,565	1,155	25,302	1,132
Cincinnati, Cleveland, Detroit, Indianapolis	16,480	6,957	74,901	7,728
Chicago Area	27,603	5,724	61,591	16,577
St. Paul-Wis. Area ²	27,038	29,209	84,119	6,181
St. Louis Area ³	14,470	6,445	69,281	6,501
Sioux City	11,384	9	21,487	8,446
Omaha	25,008	711	33,886	13,846
Kansas City	14,464	3,928	25,677	14,999
Iowa-So. Minnesota ⁴	20,301	8,771	187,875	27,376
Louisville, Evansville, Nashville, Memphis	8,233	10,468	42,110	Not Available
Georgia-Alabama Area ⁵	6,218	2,454	16,065	
St. Joseph, Wichita, Oklahoma City	17,631	1,994	41,356	16,993
Ft. Worth, Dallas, San Antonio	16,490	5,724	13,174	27,515
Denver, Ogden, Salt Lake City	14,023	812	11,908	13,085
Los Angeles, San Francisco Areas ⁶	26,283	2,522	26,148	32,197
Portland, Seattle, Spokane	5,662	309	8,485	4,725
Grand Total	278,723	98,006	785,329	243,377
Total previous week	281,870	92,964	768,250	232,387
Total same week, 1952	192,781	70,103	986,779	196,129

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁵Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁶Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

(Receipts reported by the U.S.D.A., Production & Marketing Administration)

SOUTHEASTERN RECEIPTS

Receipts of livestock at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida, during the week ended May 1:

	Cattle	Calves	Hogs
Week ending May 1	2,817	1,139	7,054
Week previous (five days)	2,585	658	6,368
Corresponding week last year	1,627	522	8,301

When it's wet, cold work

... keep dry



Heavy neoprene coating inside and out, gives the extra protection needed to resist deterioration, oils and acids. Here is dry, all-day working comfort locked in every seam and closing ... 100% watertight.



U. S. YELLOW PEERLESS NEOPRENE SUIT

- vulcanized watertight seams
- neoprene coating outside, inside
- resists acids, oils
- corduroy-tip collar
- rust-resistant ball and socket fasteners
- overalls: bib front
- adjustable suspenders
- high-visibility yellow

U. S. SQUAM HAT

- reinforced watershed brim
- high-visibility yellow

SOLD ONLY THROUGH INDUSTRIAL AND RETAIL STORES



UNITED STATES RUBBER COMPANY

Rockefeller Center • New York

BARLIANT'S



WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for Our Bulletin—Issued Regularly

NEW S.A.I. STEEL LOCKERS
12" wide, 18" deep, 60" high, with sloping top,
16" high legs, coat hooks and seat brackets.
single row—three wide
NOW REDUCED TO
per opening \$18.95 f.o.b. Chicago, Ill.

Sausage Equipment

6216—ROTO-CUT: Globe, 4002 cap., 54" x 21", complete with elevator, 1/2, 1, 10, & 60 HP. motors, electrical starting equipment, rotocut knife sharpener and knife truck	\$4600.00
5768—SILENT CUTTER: Buffalo 570-B, center dump, 8002 cap., less motor	2250.00
6081—SILENT CUTTER: Buffalo 213-B, with 25 HP. motor & starter	750.00
6197—SILENT CUTTER: Buffalo 258-B, complete with mounting motor, extra set blades, excellent condition	600.00
5394—GRINDER: Buffalo 256, 20 HP. motor	875.00
6907—GRINDER: Buffalo 556-B, new head & worm, with 5 HP. motor	625.00
6082—MIXER: Buffalo 23, with 5 HP. motor & starter	700.00
5971—STUFFER: Bos., 5002 cap., with 2 stuffing valves & horns	950.00
5838—STUFFER: Randall 4002 cap., with 2 stuffing cocks, air control piping	825.00
6083—STUFFER: Buffalo 556-B, 5002 cap.	625.00
5883—PORK SKINNER: Townsend, mdl. #25, ser. #3293A, 2-25337 blades, 3 ph. motor, practically brand new, used 2 weeks	1195.00
5638—BACON SKINNER: Debusch & Nelke Rindmaster, with 1 HP. motor	425.00
6182—DICER: Buffalo, model F.C., ser. #211, 2 HP. motor	600.00
6087—SAUSAGE STICK HANGING TUCKER: (6)	50.00
6089—HAM MOLDS: (87) alum. 10-122 sizes, ea.	5.50
6102—BEEF TROLLEYS: (500) hindquarters, short hooks, 5 1/2" ea.	.75
6103—BEEF TROLLEYS: (500) forequarters, long hooks, 6 1/2" ea.	.85

Rendering

6208—Complete Two Cooker Solvent Operation Plant; located in Missouri, in addition to the equipment seller will supervise erection. Write for full particulars.	\$6000.00
5537—COOKERS: (3) Anco 2600, 5' x 12', with 30 HP. motors, starters & forward-stop-reverse button panel, used very little	2750.00
5897—COOKERS: (2) Bos. 4' x 10 1/2" 60002 cap., jacketed heads, roller chain drive, 20 HP. motor	2750.00
6219—COOKER: 4' x 9', flat head, complete with motor	575.00
5427—HYDRAULIC CURB PRESS: French Oil, 450 ton, 24" curb, \$1000.00 worth of new parts, excellent	2750.00
6215—HYDRAULIC PRESS: Anco, 300 ton, 18" piston operated by 5 HP. electric pump, valves & fittings new 1948, excellent condition	4500.00
6214—HYDRAULIC PRESS: Anco, 300 ton, with 8" x 1" x 12" Union Steam Pump, valves & fittings, excellent condition	4000.00
6213—HYDRAULIC PRESS: Anco, 300 ton, 36" curb, 14" piston, 12" x 1 1/4" x 12" Union Steam Pump, valves & fittings, excellent condition	3500.00
5819—EXPELLERS: (2) Red Lion, with Magnetic Separators, 1 elevator; 1—practically new, 1—little older, complete layout	5500.00
5538—HAWK & WASHER: Anco 265, cyl. size 30" x 14", 15 HP. motor & push button with starter	2250.00
5002—CRUSHER: Stedman, with new 30 HP. G.E. motor, new set of teeth, 28" x 17" spout opening, reduced to	1350.00
5640—HAMMERMILL: Stedman type A-2, 18" x 20" opening, extra set hammers	550.00

Miscellaneous

6210—PAK-ICER: Vilter, with bin, 3 1/2' x 4' ton cap., less compressor	\$2350.00
6211—BELT-ICER: 2 1/2' ton cap., less compressor	1800.00
6212—COMPRESSOR: Freon, New, 3 HP.	1750.00
5410—BLOWERS: Gebhardt, 210 B.C. with thermal expansion valves, shut-off valves, manual starter, stainless steel housing, like new	515.00
6217—DEHAIRER: Baby Bos 23, ser. #2157-T, 10 HP.	Bids requested
6198—DEHAIRER: Dupps, 90 to 125 bogs hour cap., less motor	600.00

All Offerings Subject to Confirmation and Prior Sale.

WRITE FOR FULL PARTICULARS
DISPLAY ROOMS AND OFFICES
1401 W. Pershing Rd. (39th St.)
U. S. Yards, Chicago 9, Ill.
CLiffside 4-6900

BARLIANT & CO.

- New, Used & Rebuilt Equipment
- Liquidators and Appraisers

CLASSIFIED ADVERTISING

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

Undisplayed: set solid. Minimum 20 words, \$4.00; additional words, 20c each. "Position wanted," special rate: minimum 20 words, \$3.00; additional words, 15c each. Count

address or box numbers as 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed, \$8.25 per inch. Contract rates on request.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE. PLEASE REMIT WITH ORDER.

POSITION WANTED

BEEF MANAGER

Over 25 years' practical experience. Have worked large and small plants. Have fine sales record for small and large accounts. Able to handle large contracts, carc. or boneless. Qualified grader and know plant operations. Have clean record with present employer. W-183, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHEMICAL ENGINEER: 6 years' experience fats and oils. Excellent production and development man desires position with progressive company. W-184, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASING MAN: All round hog and beef casing man as foreman or working foreman. Large or small plant. Willing to go anywhere. W-185, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PROCESSOR: Exceptional sausage and smoked meat processor desires midwest position. Excellent profits guaranteed. Write to W-162, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHIEF OPERATING ENGINEER: For power plant or refrigeration. 25 years' experience. W-163, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FIRST CLASS BOLOGNA MAKER

All around man in Kosher or semi-Kosher. Looking for position. W-172, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N. Y.

HELP WANTED

WANTED EXPERIENCED COST CLERK PORK AND SAUSAGE PRODUCTS

NORTHEASTERN OHIO
W-164, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

FED UP WITH CITY LIFE

Sausage maker who also knows how to make specialty items needed for permanent year round position. Modern meat packing plant located on beautiful farm in the Poconos. Two hours from New York or Philadelphia. Modern house with all facilities offered rent free to right man and his family. Good salary and assured future. Write giving complete details to: HICKORY VALLEY FARM, Stroudsburg, Pennsylvania.

ALL AROUND SAUSAGE MAKER: Excellent opportunity for a sausage maker. Medium sized plant. Plant located in central Indiana. Advise us as to family status, salary expected and past performance which will be kept in strict confidence. Our employees know of this advertisement. W-152, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Experienced person for all around laboratory and quality control work in food plant. College degree not necessary. Permanent position with advancement possibilities. Reply giving experience details. THE SMITHFIELD HAM & PRODUCTS CO., INC., SMITHFIELD, VIRGINIA.

OFFICE MANAGER: Wanted. Must be experienced in accounting, taxes and office procedure. Prefer a man with meat packing experience. Reply to Box 630, Wheeling, West Virginia.

HELP WANTED

WANTED EXPERIENCED MEN

A progressive sausage and smoked meat manufacturer in northern Illinois is undergoing an expansion program and is seeking good men who are interested in an assured future.

- PLANT FOREMAN
- OFFICE MANAGER
- SAUSAGE COOLER FOREMAN (WITH PACKAGING KNOWLEDGE)
- SALES MANAGER

Must be able to produce, modern facilities, pleasant working conditions. Give full and complete details, completely confidential. Interview later. W-186, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER

Excellent opportunity with New England's newest and most progressive meat packing plant. Prefer man with broad sales and merchandising experience in the meat packing business, but will consider qualified men from other fields. Must be able to organize and direct sales force, including truck fleet. Attractive salary, secure future. Write stating complete experience. All replies in confidence.

NORTH AMERICAN PACKING CORPORATION
93 South Market St. Boston, Mass.

MEAT BUYER

WANTED BY RELIABLE RETAIL CHAIN
Meat experience necessary. Age 27-40. Good salary. Reply will be kept confidential. Our people know about this ad. Reply to Box W-187, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Our company has been selling packers in the following territory for a number of years and is well established—Virginia, North and South Carolina, Georgia, Alabama, Florida, Tennessee and Mississippi. We are looking for a high caliber experienced salesman who has been selling spices, cures, etc. Salary, expenses and commission. W-188, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED RENDERER

To completely manage 2 cooker plant in Oklahoma. There will be opportunity for ownership in this business for the right man. Please state qualifications, personal history and references. W-189, THE NATIONAL PROVISIONER, 16 W. Huron St., Chicago 10, Ill.

HIDE FOREMAN: Capable of taking complete charge receiving, delivery, care of hides. Pelt grading experience helpful. State experience, salary, full detail in first letter. CARSTENS PACKING COMPANY, Tacoma, Washington.

EXPERIENCED HIDE MAN: To assist superintendent in the operations of a hide warehouse located in southern California. Reply giving experience details. P.O. Box 7988, Market Station, Los Angeles 21, Calif.

WE NEED: An experienced beef butcher for steady employment with a long established firm in northern Ohio. Reply to Box W-190, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

The National Provisioner—May 9, 1953

Make "MIDWEST" your Textile Buying Center!

Whatever your textile requirement . . . and no matter how urgent your need . . . MIDWEST is always stocked for immediate shipment! We invite **YOU** to make "MIDWEST" your textile buying center. You'll appreciate the individual service and attention that has made MIDWEST the first choice among packers throughout the country. You'll appreciate the attractive low prices too! Here you'll find the nationally famous WESTEX BRAND . . . the brand that is solidly backed by sound practical experience in *quality covers* for the nation's quality meats, fresh and frozen.

More and more packers are endorsing "BLEACH-RITE" as the finest shroud they have ever used! *4-inch reinforced pinning edge . . . made from No. 1 clean cotton . . . now at the price of regular shrouds!*



Write, wire or phone today . . .

for free working samples and price list

MIDWEST TEXTILES, INC.

1906 Western Avenue • Garfield 6549 • Cincinnati 14, Ohio

- "BLEACH-RITE"
- SHROUD CLOTHS
- BEEF STOCKINETTES
- HAM STOCKINETTES
- BOLOGNA STOCKINETTES
- FRANK STOCKINETTES
- BEEF TUBINGS
- HAM TUBINGS
- BUTT TUBINGS
- LARD PRESSCLOTHS
- CATTLE WIPE
- PACKERS CHEEESE CLOTH

OHIO NATURAL CASING AND SUPPLY CO.
Specializing in SEWED CASINGS

141 WILSON ST. Phone 2910
NEWARK, OHIO.

CHICAGO, CLEVELAND, BUFFALO, ALBANY, BOSTON, NEW YORK, PHILADELPHIA, BALTIMORE, RICHMOND, CHARLESTON, LOUISVILLE, CINCINNATI, ST. LOUIS, INDIANAPOLIS, COLUMBUS, TOLEDO, DETROIT, CLEVELAND, CHICAGO, SIOUX CITY, OMAHA.

TAILORS OF FINE SEWED CASINGS • PLY-SEWED • AI BUNG • VAN-SKIN • SATISFACTION GUARANTEED

We Buy Hog Bungs — Custom Sewing a Specialty

Pneumatic HAM PRESS and SPEED LOAF PRESS

Expanding Nozzle Eliminates Pre-stretching of Casings!

Improve your product and lower your production costs with this speedy labor-saving Ham Press and the popular Speed Loaf Press . . . two truly remarkable machines! Pullman Can Hams and Canadian Bacon attachments now available for the Pneumatic Ham Press.

- STAINLESS STEEL HAND STUFFER
- STAINLESS STEEL STUFFING HORNS

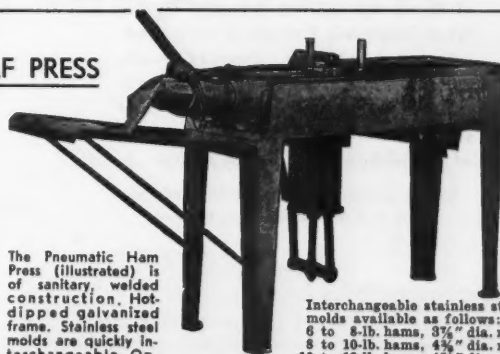
For further information, write or wire:

SHEET METAL ENGINEERING CO.

4800 S. Hoyne Ave.

Virginia 7-7622

Chicago 9, Ill.



The Pneumatic Ham Press (illustrated) is of sanitary, welded construction. Hot-dipped galvanized frame. Stainless steel molds are quickly interchangeable. Operates on 60-lb. to 125-lb. pressure.

Interchangeable stainless steel molds available as follows:
6 to 8-lb. hams, 3 7/8" dia. mold
8 to 10-lb. hams, 4 1/2" dia. mold
10 to 12-lb. hams, 4 7/8" dia. mold
12 to 14-lb. hams, 5 1/2" dia. mold
14 to 16-lb. hams, 5 7/8" dia. mold



Frozen Meats

*taste better—
sell better*

with a little added

Huron **MSG**
MONOSODIUM GLUTAMATE 99+%

Meat Inspection Division Memorandum No. 147, Supplement 2, permits the use of Monosodium Glutamate and Hydrolyzed Vegetable Proteins in such products as hamburger, chopped meat, cubed steak, etc. Try it yourself on your own prefrozen packaged meats and see how Huron MSG brings out MORE of the flavor of your frozen meats.

For free working samples and technical advice, write Technical Service Department—

THE HURON MILLING COMPANY

General Sales Office 9 Park Place, New York City 7 • Factory: Harbor Beach, Mich.
161 E. Grand St., Chicago 11 • 15 E. 9th St., Cincinnati 2 • 383 Brannen St., San Francisco

THE NATIONAL



Provisioner

VOLUME 128

MAY 9, 1953

NUMBER 19

Contents

TWELFTH NIMPA CONVENTION

Review of Annual Meeting.....	51
President Heinemann's Report.....	51
Killing Hogs with Anesthesia.....	53
Let's Pass on our Inheritance to Youth.....	55
What Future Holds for Beef Producers.....	58
Beef Dressing on the Rail.....	61
Pointers on Producing Better Hides.....	68
Review of Washington Developments.....	72
Driver-Salesmen Can Increase Profits.....	77
Solving Prepackaging Problems—a Forum.....	80
Socialism Could Lead Country to Destruction.....	107
Progress Report on NIMPA Lard Program.....	119
Brighter Future for Fats and Oils.....	121
Know Your Costs and Improve Your Earnings.....	127
New Equipment Exhibited.....	156
1943-44 Officers.....	104
Annual Dinner-Dance.....	91
Picture Pages.....	62, 63, 64, 65, 75, 78, 115, 125, 131, 137, 109

Market Reports.....	161
Classified Advertising.....	182

EDITORIAL STAFF

EDWARD R. SWEM, Vice President and Editor
VERNON A. PRESCOTT, Managing Editor
HELEN P. MCGUIRE, Associate Editor
GREGORY PIETRASZEK, Technical Editor
GUST HILL, Market Editor

ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.
Telephone: WHitehall 4-3380

HARVEY W. WERNECKE, Vice President and
Sales Manager

FRANK N. DAVIS

ROBERT DAVIES

F. A. MacDONALD, Production Manager

CHARLES W. REYNOLDS, New York Representative,
18 E. 41st St. (17) Tel. LExington 2-9092,
2-9093

Los Angeles: McDONALD-THOMPSON, 3727 W.
6th St. (5) Tel. DUnkirk 7-5391

San Francisco: McDONALD-THOMPSON, 625
Market St. (5) Tel. YUkon 6-0647

Seattle: McDONALD-THOMPSON, Terminal Sales
Bldg. (1) Tel. Main 3860

DAILY MARKET SERVICE

(Mail and Wire)

EXECUTIVE STAFF OF THE NATIONAL PROVISIONER, INC., Publisher of

THE NATIONAL PROVISIONER

DAILY MARKET SERVICE

ANNUAL MEAT PACKERS GUIDE

THOMAS McERLEAN, Chairman of the Board

LESTER I. NORTON, President

A. W. VOORHEES, Secretary

Published weekly at 15 West Huron St., Chicago 10, Ill., U.S.A., by the National Provisioner, Inc. Yearly subscriptions: U.S., \$4.50; Canada, \$6.50; Foreign countries, \$6.50. Single copies, 25 cents. Copyright 1953 by the National Provisioner, Inc. Trade Mark registered in U.S. Patent Office. Entered as second-class matter October 9, 1919, at the Post Office at Chicago, Ill., under the act of March 3, 1879.

9

8

1

1

3

5

8

1

8

2

7

0

7

9

1

27

66

04

91

5,

9

61

22

ta-

32,

W.

25

les

AL

Ill.

trip-

.50.

Pro-

lice.

Post

879.